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THE Publishers' Weekly

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JOHN LANE COMPANY :-: *Publishers* :-: **NEW YORK**

February Book News

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"First Fine Novel of Her Age"

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NUMBER SEVENTEEN

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By Princess Catharine Radziwill

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By George Allen England

Author of "The Alibi," Etc.

A book of rare American wit and humor reflecting the funny aspects of Hooverism, Garfieldism and McAdooism. With the text are illustrations which, in the language of the street, are a "scream."

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DERE MABLE is now in its Sixteenth Printing, totalling 600,000 copies!

Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

February 8, 1919

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Traveler's Place

IN the expansion and improvement of the American book-trade conditions which must be just ahead, the part that the traveler is to play is of no mean importance. The urgent problem now is not so much the getting of new books as the getting of new markets, and the traveler is the advanced outpost in this determined reaching out after the full possibilities of these markets. As such he has a big part to play, a very worth while part in the business organization.

The effort in the trade should be toward an increased respect paid to this form of work and an increased recognition of what these men can contribute to successful publishing enterprise.

Who and what can contribute to the confirming and strengthening of the traveler's place in the book-trade?

First the traveler himself. He can improve the status of his calling by taking it more seriously, by "selling himself" the idea that to represent a house at its point of contact with the open market is a real "man's job" requiring careful preparation, thoro study of the field, wide knowledge of general trade conditions and a fighting courage to see a thing thru in spite of some rebuffs and many discomforts of travel. A traveler's berth is not just the ultimate hope of a restless list boy, or a chance to travel at another's expense; it is an important cog in the machinery of business to be filled by those best suited to the work by temperament and training.

The buyer can help. He can raise the status of the traveling profession by treating those who call with the courtesy due from one business man to another, by demanding more of the traveler in the way of constructive help and by giving serious attention to those who try to bring it. The buyer can give encouragement to those who are endeavoring to give *honest* estimates of the value of books and of their suitability to his particular market. He can make a traveler's life more enjoyable by remembering that the errors of the home office are not best cured by heaping abuse on the representative at hand.

The home office can help. It can, to its own advantage, increase the importance of the traveler by more fully co-ordinating his work with the general activities of the office. The traveler is not a messenger boy to be kept busily running hither and yon with messages constructed wholly by others; he is not a reluctant servant who must be constantly pricked into a semblance of action by "pep" letters reaching him at every stop, he is a business man with special ability to carry the firm's activities out into the open. He should have so thoro a knowledge of the firm's aims and policies that he can fully represent to the customer its plans and hopes; he should be near enough to the planning of the new books and the circumstances of their acceptance to have more than a sales-letter knowledge of the volumes handled and more than a perfunctory enthusiasm for the firm's output.

The salesmen of the publishing world are of the caliber that this trade is proud of; they can shoulder more responsibility, they can carry on an even more vigorous fight for expanding and healthy book markets.

South American Copyright

AN interesting matter in international copyright concerns relations with Argentina. That country in 1910 passed a liberal domestic copyright code, which included protection to foreign authors from countries which were parties to an international convention in which Argentina was also a signatory. Perhaps for this reason Argentina did not in terms accept and ratify the Pan-American copyright convention of Buenos Aires, arranged at the Congress held in that same year 1910. Argentina had been a signatory power to the Montevideo convention of 1889, now practically superseded, to which the United States had not been a party. The United States, on the other hand, has become a party to the Buenos Aires Convention of 1910, and is thus in international copyright relations with the Central American powers, the Dominican Republic, Brazil, Bolivia, and

Paraguay. Therefore, as soon as Argentina accepts the Buenos Aires Convention of 1910, full reciprocal relations will be effective with the United States and the other countries named. This happy result it is hoped soon to accomplish, as the new ambassador from Argentina, Dr. Lebreton, is a specialist and liberal in this field, and the retiring ambassador, Senor Naon, also a friend of international copyright, will, on his return to Argentina, cordially support the proposal.

Make Way for Liberty

BUY a bond!"

The call which we heard so often in the previous war loan campaigns, will be repeated soon. This time, however, there will be a distinction. Then, if we took time to fill in the gap, we knew the words meant, "Buy a Liberty Bond." The new meaning, however, will be this:

"Buy a Victory Liberty Bond."

The distinction is plain. Up until November 11 we were fighting that Liberty might not perish. Now, we are preparing to insure a complete victory for a conquering Liberty. Far from perishing, Liberty is more alive than ever today. She needs only the money from the Victory Liberty Loan to go forward with unhampered step.

Secretary of the Treasury Carter Glass estimates the minimum amount of the new loan at $5,000,000,000. This money will remove the obstacles in the path of Liberty's progress. The upkeep of an Army of Occupation, numbering 500,000 men, is one item of expense—one obstacle. The $400,000,000 necessary to bring every soldier back from France, is another. After we have paid this aggregate "fare from France," indeed, while we are doing it, come the problems of reconstruction.

Expurgating Text Books

No group of people is more vitally concerned in the freedom of speech than are the bookstores who live by the distribution of the printed word and who must inevitably suffer if restriction is put down too tightly. This debate will go forward as the war restrictions are cancelled, and it is important for the health of the book-trade that such restraints are put aside as rapidly as possible.

It is rather surprising and discouraging to see from the recent newspaper reports that a Mr. W. A. Alexander, Managing Director of the National Industrial Conference Board, addressing a New York convention protested against the circularization of a text-book entitled, "Lessons in Community and Private Life," which was issued by the government thru the Bureau of Education. This text-book was prepared under the direction of Charles H. Judd, Director of the School of Education, of the University of Chicago, and Leon C. Marshall, Dean of the School of Commerce, of the University of Chicago. The quotation Mr. Alexander picks out for sharp adverse criticism is as follows: "The community is much concerned in the upbuilding of the family, the prohibition of child labor, the eight-hour day and the minimum wage, in order to protect the mothers of the next generation." Is it possible that anyone can object to that statement?

Good Book-making

IN the hard conditions of manufacture during the past twelve months it is altogether creditable to the publishers that there has been but little lowering of the standards of taste in American publication. The quality of paper had to be changed in large percentage and there was much complaint of imperfect binding in the large runs of popular items, but most publishers showed a quality of output that was distinctly creditable.

It would be a good step toward levelling up the less conscientious publishers and less competent manufacturing men if more recognition were given to good book-making. If, in annual summaries of the book year, competent judges should give credit to those who have put out well-made books as well as to those who have given their imprint to well-written books, it would be a fine stimulus to those who are giving their ability to that important part of publishing.

THE LEGATION of the Czechoslovak Republic, 3520 Sixteenth Street, N. W. Washington, D. C., is prepared to furnish full information in regard to the new republic to publishers of text books. If in the preparation of text books for the coming year there is need of maps, statistical information, etc., a letter addressed to the Legation will receive prompt attention.

THE BEST OF THEIR KIND

WHAT THE BUYER LIKES TO FIND IN THE TRAVELER

A Man:

—That really knows books and likes his job of selling them.

—That believes in his house and supports it to his utmost.

—That can be friendly without trading on his friendship.

—That comes for business and goes promptly about it.

—That talks trade optimism only when he believes it.

—That is a clean liver and shows it.

—That has ample authority from his firm because they believe in his judgment.

—That will cheerfully go to the bottom of troubles and errors.

—That knows enough about retailing to see something of the retailer's point of view.

—That knows enough of his customer's outlet so as not to be talking of the impossible.

—That knows the competitive lines but not for the purpose of talking them down.

—That knows how to condense his story without missing the main points.

—That can describe the selling points of a novel without relating the entire plot.

—That states the best terms without haggling.

—That knows the old items on the catalog as well as the new.

—That does not push for quantity on every item.

—That does not forever tell of the quantities the other man buys.

—That if he does tell of other sales quotes the quantities accurately.

—That does not try to sell all his new books from covers only.

—That does not expect that every order must be larger than the last.

—That can bring really helpful suggestions from other cities.

—That does not stalk the buyer in pairs.

—That never is guilty of saying "I told you so" even when justified.

—That mails in the order to the house promptly.

—That sees that all stipulations of shipment and billing are carried out.

—That sends back a decently legible copy of the order.

—That covers one route long enough to become personally helpful.

—That stays with one publisher long enough to know his line.

WHAT THE TRAVELER LIKES TO FIND IN THE BUYER

A Man or Woman:

—That is genuinely enthusiastic about bookselling.

—That does not hold the traveler responsible for all the mistakes of his house.

—That has seen that the stock catalog was checked up beforehand.

—That does not ask "How long are you going to be in town?"

—That conceives that the traveler's time may be valuable too.

—That makes appointments for as early a time as possible.

—That keeps appointments with reasonable promptness or sends word.

—That gives a new man on the route a friendly welcome.

—That is not afraid to acknowledge that he guessed wrong on the first order.

—That does not make a man call too many times to arrange the appointment.

—That will occasionally hurry things a little to let a traveler catch that 5 o'clock train.

—That does not dissertate too long about the incurable faults of the book business.

—That does not keep one waiting for the sake of showing importance.

—That does not argue for special concessions *all* the time.

—That knows good books and is willing to show enthusiasm.

—That does not feel obliged to damn the whole line in order to prepare the traveler's mind for a small order.

—That is reasonably open-minded to new propositions.

—That knows the value of an established imprint but can pick out the good proposals in new lines.

—That does not govern every order by last year's figures.

—That can cut himself free from other affairs long enough to concentrate on buying.

—That respects announced dates of publication so that embarrassments with other houses are avoided.

—That does not become confirmed in the habit of giving liberal orders, only to send cancellations in by mail.

—That does not look suspicious if the traveler talks to the salespeople.

—That is interested in co-operating with reasonable advertising plans of the publisher.

—That is pushing his outlet to the best of his ability that all may gain.

—That accepts the traveler as a human being and friend.

VETERAN TRAVELERS PAST AND PRESENT

In the book-trade between thirty and forty years ago there was an unusual galaxy of stars among its traveling salesmen who were famous in their time. In those days business methods and conditions were somewhat different from those of the present. The traveler then, it might be said, brought his house to the bookseller, while in these times the publisher sends his representative to the dealer, and in this distinction can be explained all the psychological differences between the attitude of the old-time traveler and that of his present-day successor. The man on the road in the early eighties, as a rule, went out with a freer hand, covered a wider territory and was less hampered by schedules, while the present tendency is wisely to keep the reins fairly taut. In the old days the traveler moved about with fewer restrictions, and this naturally led to an unguarded freedom that in some cases caused failure, and in a few instances brought disaster.

Among the best known of the old timers who have passed into the beyond "from whence no traveler returns," there comes to mind Ed. Swayne of Dutton's, a grade A hustler who would go abroad at the beginning of each year, plan with English publishers for shoals of beautiful books, and come back to get on the road for early orders and stay on it for late ones; Col. John Black of McLoughlin's, popular for a generation wherever he went; Sam Barling, the star of the Nelson staff, who died in retirement in California only a few months ago; Fred Hafely, of E. & J. B. Young, an indefatigable worker, facetiously known as "Jumbo," being but five-foot-two in high-heeled boots; Dan Pritchard of Appleton's, tall and courtly; Girard Buckman ("Bucky") of Porter & Coates, who began as a traveler before the Civil War, and fifty years later was still selling, tho practically sightless; Col. Ammon of Harpers, who, when he left that house fifteen years ago, tried to settle down as a retail bookseller but failed; John H. May, a veritable charmer, who traveled for Porter & Coates for many years, and later joined the staff of Grosset & Dunlap; Fred Newcomb, who began as a list boy with Dillingham, and represented F. A. Stokes Co. for a generation; Charlie Brown of Estes & Lauriat, a lovable wit, if ever there was one; Gene Hardy, an old reliable Yankee who represented Roberts Brothers until their list was taken over by Little, Brown & Co.; John McQuillan, a cultivated Irishman who made and held a host of friends wherever he traveled for George Routledge & Sons; Henry Reed, also a Routledge man, a docile cynic and a consistent pessimist; Al Turner of Cassell & Co., who so often missed "making good"; Arthur Welsh, another Cassell man, a Beau Brummell in his flourishing years; Charlie Walton, an engaging little Englishman who sold the Scribner line in all the big centers; and John Epping, of E. & J. B. Young Co., who worked hard and died in harness on the road. All these have made their final accountings and have passed into the unknown. Among other travelers of this period, who are now filling important posts in the publishing world, we mention George P. Brett, President of the Macmillian Company, William McIntosh, Vice-President of the Oxford Press, American Branch, George Sully, of Sully & Company, and John Macrae, Vice-President of E. P. Dutton & Company. There are also a goodly number of the old-timers who still continue to catch trains and make reservations with almost tireless regularity: C. C. Schepmoes and Dave McFadyen, both of the Oxford Press, each with a long service record; Horace Ridings of J. B. Lippincott, whose age is an unsolved mystery, but whose work is an open book; Al Macmullen, who breezed into the book business back in '83; Bert Caldwell and Frank Coombs, both with long records of service. And among the very much alive ones, no record would be well-rounded without mentioning "Uncle Bill" Kelly, the wonder of them all, and Jack Hovendon, the big-hearted Irishman, who never will grow old.

Of the younger veterans, those who started on the road between 1880 and 1890, who have earned their service stripes for continuous work, these notables are still active hustlers: L. W. Adam, George Hobby, F. T. J. Nunan, Charles E. Graham, Billy Lee, Theo. Jasper, Billy Corrigan, Roch Drake, "Doc" Price, Desmond FitzGerald, Frank Bruce, Charlie Miller, H. B. Smith, George Bachmann, Charlie Duryea, H. L. Allison and Harry Savage. Time cannot be said to have laid a heavy hand on any of these seasoned veterans, for a more robust lot of salesmen could not be matched in any other trade brotherhood of travelers in the land.

Get Behind the Better Express Service Campaign

A nation-wide campaign begins February 10th to bring about better express service by more careful packing, marking and handling. The American Railway Express Co. is putting out a vigorous effort for better conditions, and every shipper should give full co-operation.

Some merchants will see this propaganda and will pass it quickly by, will think it is the other fellow that errs, will resent the suggestion that their methods are not perfect, or will say that if the expresses were run differently there would be no trouble. And some merchants will see in this an opportunity to re-examine their shipping methods, the character of their wrappings, the practice of their labeling, the competence of their shippers, and if enough merchants get into this co-operative spirit the thousands of errors that clog and slow down shipping can largely be remedied.

SPRING LINES OF THE PUBLISHERS AND SOME OF THE MEN WHO WILL SHOW THEM

Information for the trade of the territory covered by the travelers of whom we have been able to collect data, with short sketches of some of them and a brief description of the new publications carried by them. Where no mention of books or travelers is found the information was not forthcoming from the publishers.

The Abingdon Press announces for February "A History of Latin America" by William Warren Sweet, professor of history at DePauw University; "The Fight for the Argonne" by William B. West, a vivid picture of a Y. M. C. A. man with the fighting forces that won the stubbornly contested battle in the Argonne Forest; "Fighting for a New World" by Charles W. Dabney, a series of constructive essays, some of which, when delivered as addresses, were made the basis of an effort by Pro-Germans to depose the author from the presidency of the University of Cincinnati; and "The Second Coming of Christ" by James M. Campbell. This house has just published "The House of Judah" by Charles Edward Hewitt, an oriental love story of the days of Jesus and Paul, abounding with thrilling incidents and deeply emotional.

Henry Altemus Co. announces for early publication three new titles in the well known *Boys of the Army Series.* Five new books in the *Dave Darrin Series* are also promised.

Travelers: Q. M. Macmillan (large cities of the East and West); H. R. Kurtzman (South, Middle West and New England); George A. Campbell (Central West, New York and Pennsylvania).

The American Baptist Publication Society will feature a new Easter book entitled "The Easter Hope" by Andrew W. Archibald, D. D.; "The New World Order," a treatise on reconstruction by Dr. Samuel Zane Batten; "The Life of Dr. Henry Lyman Morehouse" by Lathan A. Crandall; "Concerning Jesus Christ the Son of Man" by William Cleaver Wilkinson.

Travelers: A. P. Hughes (Middle and Atlantic States); Benjamin Starr (Sunday School Publications, Eastern States).

D. Appleton & Co.'s leading book for spring is Brand Whitlock's long awaited work on Belgium. Another notable book is Margaret Deland's sketches and impressions of war scenes and conditions in France entitled "Small Things." Appleton's fiction list includes such names as J. C. Snaith, Robert Chambers, Thomas Dixon, George Madden Martin, Emerson Hough, George Gibbs and Elinor Glyn. An important series of books to be published under the general title of *Problems of War and Reconstruction* will contain about thirty volumes covering the entire field of military preparation, administrative organization and the economic and industrial problems of the United States during and after the war.

This house will also publish a large number of volumes on business subjects and municipal affairs. Below are listed other non-fiction titles:

NON-FICTION

The Story of General Pershing. Everett T. Tomlinson.
A Book of Prefaces. Don Marquis.
Our Winter Birds. Frank M. Chapman.
The Book of the Home Garden. Edith Loring Fullerton.

Travelers: Emil Heikel (large cities of the Middle West and Pacific Coast); B. F. Curran (all of the South and part of the Middle West); H. C. Edds (New England, New York, Pennsylvania and part of the Middle West); F. A. Clinch (Boston, Philadelphia and Canada).

Association Press announces for early publication the following: "The Country Church in the New World Order" by Edmund deS. Brunner, rural secretary of the Federal Council of the Churches of Christ in America; "World Facts and America's Responsibility" by Cornelius H. Patton, presenting America's new international obligations in view of the world situation; "Roger Allier," a portrayal, chiefly from his own letters, of the lovable personality of one who laid down his life for France early in the war; "Heroes," a series of biographical sketches for boys by Hugh A. Moran.

The Atlantic Monthly Press has as its representatives Desmond Fitzgerald (Western territory) and J. L. Crowder (Middle West). W. C. Giffing has joined the New York office of the company.

The Automobile Blue Book Publishing Co. announces for March first the publication of volume 9 of the "Official 1919 Automobile Blue Book"; for March 15, volumes 3 and 7; for May first, volumes 1, 2, 4 and 5. Volumes 6 and 8 are now ready.

Travelers: S. S. Glass (manager of book sales for entire country); R. Cobb, Jr. (ass't manager at Chicago); H. A. Lollesgard (South); J. G. McArthur (Middle Eastern States); G. W. Sutton, Jr. (Middle Western States); W. G. Plume (Southwest); C. M. Emery (Northwest).

The Baker & Taylor Co. is represented this year by Lester Egan, H. P. Hass, William S. McKeachie, Richard Mendel, P. H. Furman and J. McCay.

Barse & Hopkins list for the spring is mainly devoted to juvenile literature. New titles will be added to the *Kneetime Animal Stories, Mary Jane Series, Somewhere Series, Corner House Girls Series, Flag and Coun-*

try Series and *Big War Series.* In addition to these the firm will publish a book by Nance Peters entitled "The Value of My Friends" and one on camping by A. Hyatt Verrill.

Travelers: J. H. Hopkins, Charles B. Nourse, William Haldane, J. H. Lange, Joseph Goldman, William J. Barse.

Boni & Liveright have several strong features in their spring list including John Reed's long awaited account of the "Ten Days that Shook the World" in Russia; a Dreiser book picturing American life; a new novel by Upton Sinclair; a collection of Mark Twain's sketches which have never appeared in book form; an anthology of modern English verse by Richard Le Gallienne; and Edward J. O'Brien, the short story expert's, collection of great modern English stories. The popular *Modern Library* has recently been increased by new and distinctive titles, to which nine more, those mentioned last in the list below, will be added in April. On the same date two new titles will be added to the *Penguin Series,* a series begun in the past year comprising works of literary merit published for the first time in book form.

NON-FICTION

Ten Days That Shook the World. John Reed.
The Curious Republic of Gondour. Samuel L. Clemens.
Twelve Men. Theodore Dreiser.
The Moon of the Caribbees (and six other plays of the sea). Eugene O'Neill.
The Erotic Motive in Literature. Albert Mordell.
The Great Modern English Stories. Edward J. O'Brien.
The Modern Book of English Verse. Richard Le Gallienne.
The Dramatic Story of Old Glory. Samuel Abbott.

FICTION

The Paliser Case. Edgar Saltus.
Jimmie Higgins. Upton Sinclair.
Travelling Companions. Henry James.

New titles in the *Modern Library* are as follows:

Mlle. De Maupin. Theophile Gautier.
The Wild Duck, Rosmersholm, The League of Youth. Henrik Ibsen.
Selected Addresses and Public Papers. (Edited with an introduction by Albert Bushnell Hart.) Woodrow Wilson.
Une Vie. De Maupassant.
Poems of François Villon.
The Woman Question. Ellen Key, Havelock Ellis, G. Lowes Dickinson, etc.
McTeague. Frank Norris.
Fairy Tales and Poems in Prose. Oscar Wilde.
Genealogy of Morals. Nietzsche.
Daisy Miller and An International Episode (introduction by W. D. Howells). Henry James
The Death of Ivan Ilyitch and Other Stories. Leo Tolstoy.
The Flame of Life. Gabriele D'Annunzio.
The Belfry. May Sinclair.
Rezenov, (introduction by William Marion Reedy). Gertrude Atherton.
Flowers of Evil and Prose Poems. Baudelaire.
The Cabin. Vicente Blasco-Ibáñez.
Love and Other Stories. Guy de Maupassant.
Best Modern Ghost Stories (introduction by Arthur B. Reeve).
Complete Works (introduction by Ernest Dowson.) Arthur Symons.

Redemption and Other Plays. Leo Tolstoy
Renee Mauperin (introduction by Emile Zola). E. & J. de Goncourt.
A Bed of Roses (introduction by Edgar Saltus). W. L. George.

Travelers are: Julian Messner, vice-president and treasurer (New York State, Baltimore, Philadelphia, Washington, New England, Pennsylvania, New York City); W. F. Beverly (Southern States east of the Mississippi, including also Texas and Oklahoma); James L. Crowder (Chicago and the Middle West); Desmond FitzGerald (Pacific Coast); Musson Book Co., Toronto (Canada); Edward J. O'Brien (special representative in England and France); Edward Evans & Sons, Shanghai (representatives for China).

Brentano's heads its spring list with another of the *Fantomas Series,* "The Yellow Document," a detective story by Pierre Souvestre and Marcel Allain; followed by a novelette by Sudermann; short stories by Pinski; poems by Michael Strange; and a volume of "Harvard Plays: Second Series" selected and edited by Professor Baker; and other books of varied type.

NON-FICTION

The Social Secretary. Elizabeth Myers.
Poems. Michael Strange.
Harvard Plays: Second Series.
After Big Game: The Story of an African Holiday. R. S. Meikle, and others.
Pioneers of the Russian Revolution. Dr. Angelo S. Rappoport.
Poems and Prose Poems of Charles Baudelaire (de luxe ed.).
The Meeting of the Spheres or Letters from Dr. Coulter. Charlotte G. Herbine.
Some of Shakespeare's Animals. J. Sanford Saltus.
The Wisdom of Woodrow Wilson.
Le Français Pratique. Paul Bercy.
Le Français Idiomatique. Victor Bernard.
Livres des Enfants. Paul Bercy.

FICTION

The Yellow Document. Pierre Souvestre and Marcel Allain.
The Silent Mill. Herman Sudermann.
The Valley of the Squinting Windows. Brinsley MacNamara.
Temptations. David Pinsky.
Set Down in Malice. Gerald Cumberland.

NEW EDITIONS

Celibates. George Moore.

The extensive list of the Jenkins text-books will gradually be added to Brentano's list.

Travelers: John T. Witsil (New York City, the larger cities in New England, Philadelphia, Baltimore and Washington); James L. Crowder (Middle West); Wallace Wachob (far West and South).

Britton Publishing Co. plans to publish eight new titles during the next few weeks; all of which have the distinction of not being war books, altho some of them, such as "Love Time in Picardy" by William Addison Lathrop, make use of war conditions as a background for the plot. One of the books on the list is "Pinto Ben—and other Stories," written by William S. Hart and his sister Mary, and celebrating in verse and prose the horse, the dog and the Indian. Other forthcoming titles include:

Fighting Byng. A. Stone.
The Evolution of Peter Moore. Dale Drummond.
The Edge of the World. Edith Blinn.
Maid and Wife. Carolyn Beecher.
When the Boys Come Home. Lieut. Harold Hersey.
America's Tomorrow. Snell Smith.

F. T. J. Nunan will represent the firm in the large cities.

A. L. Burt Co. announces for February publication reprints of the following popular novels: "The Lifted Veil" by Basil King; "The Woman Gives" by Owen Johnson, "Cleek, The Man of the Forty Faces" by T. W. Hanshew; "Belinda of the Red Cross" by Robert W. Hamilton; "Leatherface" by the Baroness Orczy; "The Return of Dr. Fu-manchu" by Sax Rohmer; and "My Lady's Garter" by Jacques Futrelle; also Douglas Fairbanks' recipe for happiness, "Laugh and Live."

Travelers: Theodore A. Jasper (Chicago and large cities of Middle West); Charles B. Steele (South and Pacific Coast); Thomas J. McLaughlin (territory covered by N. Y. Central and Lake Shore Railroads, including Milwaukee, Minneapolis and St. Paul); John C. Vose (New England, Philadelphia, Baltimore and Washington); Clarence E. Jordan (Northwest part of United States); Alfred L. Coleman (Ohio, Indiana, Illinois, Kansas, Missouri and Iowa); James L. Roberts (portion of the Eastern territory); E. Clement Taylor (part of the Southern territory).

The Century Co. announces among its leaders in spring fiction a Greenwich Village love story by Mary Heaton Vorse; "The Web," a spy story by Frederic Arnold Kummer; and new novels by such favorites as May Dillon, author of "The Rose of Old St. Louis," Maria Thompson Daviess and Eleanor Mercein Kelly. "Civilization," the book by Dr. George Duhamel which won the Goncourt Prize for 1918, is another one of the company's spring publications.

NON-FICTION

Democracy and the Eastern Question. Thomas F. Millard.
Raemaeker's Cartoon History of the War, v. 2.
Fighters for Peace (short, popular biographies of Clemenceau, Lloyd-George, Foch and other modern statesmen and soldiers). Mary R. Parkman.
A Peace Congress of Intrigue. Translated by Harry Hansen.
Inventions of the Great War. A. Russell Bond.

FICTION

Why Joan? Eleanor Mercein Kelly.
The Mystery of the 13th Floor. Lee Thayer.
Nixola of Wall Street. Felix Grendon.
The American. May Dillon.
Diverging Roads. Rose Wilder Lane.
I've Come to Stay. Mary Heaton Vorse.
Blue Grass and Broadway. Maria Thompson Daviess.
The Web. Frederic Arnold Kummer.
A Little Gray Home in France. Helen Davenport Gibbons.
Civilization. Dr. George Duhamel.

Travelers: George L. Wheelock, John F. Winters, and Frederick W. Owen (special representative on the Coast and west of Denver).

Edward J. Clode announces for spring publication a new detective story, "Number Seventeen" by Louis Tracy, and "The House 'Round the Corner," a mystery tale by Gordon Holmes.

Travelers: J. W. Corrigan [thru the courtesy of George H. Doran] (New York, Boston and Philadelphia); James L. Crowder (Middle West); Wallace Wachob (Coast and South; E. H. Ziegler [thru the courtesy of George H. Doran] (New York state, New England).

Thomas Y. Crowell Co.'s travelers are William R. Spinney (New York City, Philadelphia, Washington, Baltimore): George R. Hobby (Boston, Chicago, St. Louis and Pacific Coast); Frank C. Dixon (New England, New York State and the South); Ernest J. Bunce (Pennsylvania, Middle States and Northwest).

JAMES L. ROBERTS
Representing A. L. Burt Co.

JAMES L. ROBERTS served many years in that bee-hive of the book business, the house of Baker & Taylor Co. For a long period he was the chief floor salesman, meeting the buyers from out of town with that thoro knowledge of books that made many satisfied, as well as liberal customers for his firm. He has been traveling for the Burt house for several years.

The Cupples & Leon Co. has made a complete revision of its entire series of dictionaries, bringing them up to date in new words and definitions; besides this it has added two new editions prepared especially for convenient and popular use. Its other special feature is as usual in the line of juvenile literature.

NON-FICTION

Webster's New Century Dictionary.
Webster's Popular American Dictionary.
Webster's Handy Condensed Dictionary.
Economical Cooking. Winifred Gibbs.

JUVENILE

Ned, Bob and Jerry on the Firing Line. (*Motor Boys' Series*). Clarence Young.
The Khaki Boys Over the Top. Capt. Gordon Bates.
The Khaki Boys at the Front. Capt. Gordon Bates.
Ruth Fielding Homeward Bound. Alice B. Emerson.
The Khaki Girls at Windsor Barracks. Edna Brooks.
Alice in Beeland. Mrs. L. E. Roy.
Alice in Wonderland (new special board edition with colored illustrations). Lewis Carroll.

Travelers: W. M. Edwards (Coast states, large cities in West and East); M. F. Gallon (South, New England and Pennsylvania); C. W. Wallace (Middle West and New York State).

Dodd, Mead & Co. have started the new year with an evident best seller in "The Man Nobody Knew" by Holworthy Hall. In addition to this their spring publication list includes several promising titles, and books by such favorites as Anna Katharine Green, Archibald Marshall and Berta Ruck.

NON-FICTION

The Burgomaster of Stilemonde (a new play). Maurice Maeterlinck.
The Mason-Wasps. J. Henri Fabre.
Marshal Ferdinand Foch: His Life and His Theory of Modern War. A. Hillard Atteridge.
South and Central American Trade Conditions. A. Hyatt Verrill.
Psychology of the Normal and Subnormal. Henry H. Goddard.
The Child's Unconscious Mind. Wilfrid Lay.
America's Day. Ignatius Phayre.
Traditions of British Statesmanship. Hon. Arthur D. Elliot.
Lessons of the World War. Augustin Hamon.
The War Diary of a Diplomat. Lee Meriwether.
The Story of the American Merchant Marine. Willis J. Abbott.
The Reference History of the Great War. The Editors of the New International Encyclopedia.
Into the Jaws of Death. Private Jack O'Brien.
The Thinning of the Veil. Mary Bruce Wallace.
Fairy Roads to Science-town. Mary Earle Hardy.
Between the Lines on the American Front. Franklin T. Ames.

FICTION

The Man Nobody Knew. Holworthy Hall.
The Fire of Green Boughs. Mrs. Victor Rickard.
Carolyn of the Sunny Heart. Ruth Belmore Endicott.
A Land Girl's Love Story. Berta Ruck.
The Fire Flingers. William J. Neidig.
Beckoning Roads. Jeanne Judson.
Room Number 3. Anna Katharine Green.
The Clintons and Others. Archibald Marshall.
The Crimson Alibi. Octavus Roy Cohen.
Mockery. Alexander MacFarlan.

Travelers: Harry M. Snyder (Chicago, Boston, Philadelphia, Cleveland, and Detroit); Harry F. Hull (Pacific Coast); J. Russell Lewis (New England, New York, Middle West, and South).

M. A. Donohue & Co. are represented this year by Andrew Hamming and S. S. Diamond (New York City, Eastern States); Tom Allen (Dominion of Canada); E. F. Boedeker (Middle West and Southern States); John Coyle (North West and Pacific Coast); W. Hamersley (Middle West).

George H. Doran Co.'s spring list for 1919 compares favorably in length and subject matter with last year's corresponding list. As usual this house announces a tempting assortment of novels by authors of distinction: Bennett, Patrick MacGill, Frank Swinnerton, Walpole, Gilbert Cannan, Mrs. Rinehart, Irvin Cobb, E. F. Benson and others. In non-fiction there is a good showing of books on religion, the war, reconstruction and other topics of the day.

NON-FICTION

This Famishing World. Alfred W. McCann.
The Force Supreme. Walter Wellman.
The Worlds and I. Ella Wheeler Wilcox.
Morale. Harold Goddard.
German Conspiracy in American Education. Gustavus Ohlinger.
Shaking Hands with England. Charles Hanson Towne.
Explaining the Britishers. Frederic William Wile.
Eating in Two or Three Languages. Irvin S. Cobb.
The Book of Lincoln. Mary Wright Davis.
Naval Power in the War. C. C. Gill.
Ten Years Near the German Frontier. Dr. Maurice Francis Egan.
American Labor and the War. Samuel Gompers.
Christopher. Sir Oliver Lodge.
The Riddle of Nearer Asia. Basil Mathews.
The American Hunting Dog. Warren H. Miller.
Our Common Conscience. Sir George Adam Smith.
The Religion of Old Glory. William Norman Guthrie.
Candles that Burn. Aline Kilmer.
The Rocking Horse. Christopher Morley.
The White Eagle of Poland. E. F. Benson.
Spiritualism, Its History, Phenomena and Doctrine. Arthur J. Hill.
The Man of Kerioth. Robert Norwood.
Open Warfare from Cambrai to the Marne. Philip Gibbs.
What is This Spiritualism? Horace Leaf.
The Field of the Fatherless. Jean Roy.
A History of the United States. Cecil Chesterton.
The British Campaign in France and Flanders, 1917. v. 4. A. Conan Doyle.
History of the Doctrine of the Work of Christ. 2 v. Robert S. Franks.
Letters to a Soldier on Religion. John Gardiner.
A History of the Church in Scotland. v. 2. A. R. Macewen, D.D.
The Sword of the Spirit. Joseph Fort Newton.
By an Unknown Disciple. Anonymous.
Christianity's Unifying Fundamental. H. F. Waring.

FICTION

The Roll Call. Arnold Bennett.
The Doughboys. Patrick MacGill.
The Human Touch. "Sapper."
Patricia Brent, Spinster. Anonymous.
The Navy Eternal. "Bartimeus."
Danger, and Other Stories. A. Conan Doyle.
Shops and Houses. Frank Swinnerton.
According to Orders. Capt. F. Britten Austin.
The Man from the Clouds. J. Storer Clouston.
The Sky Pilot in No Man's Land. Ralph Connor.
White Horse and the Red-Haired Girl. Kenyon Gambier.
The Secret City. Hugh Walpole.
Mummery. Gilbert Cannan.
The Strange Case of Cavendish. Randall Parrish.
The Eyes of the Blind. Arthur Somers Roche.
Hospital Love Stories. Mary Roberts Rinehart.
Score by Innings. Charles E. Van Loan.
Claire. Leslie Burton Blades.
Lillies White and Red. Frances Wilson Huard.
The Mystery of the Summer House. Horace Hutchinson.
In Orchard Glen. Marian Keith.
Flexible Ferdinand. Julia Lippmann.
Midas and Son. Stephen McKenna.
The Further Adventures of Jimmie Dale. Frank L. Packard.
Across the Stream. E. F. Benson.
The Tale of Mr. Tubbs. J. E. Buckrose.
The Born Fool. John Walter Byrd.
The Yellow Streak and Other Stories. Ellen N. La Motte.
Second Marriage. Viola Meynell.
Flower o' the Lily. Baroness Orczy.
The Challenge of the Soil. Henry Oyen.
Joan at Halfway. Grace McLeod Rogers.
Wooden Spoil. Victor Rousseau.
All the World. Charles M. Sheldon.
The Life of the Party. Irvin S. Cobb.
The Yellow Lord. Will Levington Comfort.
Glenmornan. Patrick MacGill.
The Middle Span. Mary Roberts Rinehart.
Black Sheep Chapel. Margaret Baillie Saunders.
Spears of Destiny. Arthur D. Howden Smith.

JUVENILE

Woodcraft Boys at Sunset Island. Lillian Roy.

Travelers: J. W. Corrigan (New York, Boston, Philadelphia); H. R. Drake (Chicago and the Pacific Coast); R. N. Hays (Southern States, Middle West); E. H. Ziegler (New York State, Pennsylvania and New England). C. M. Roe is now with Doran's religious department.

Doubleday, Page & Co. present in their spring list, twenty-five titles, embracing fiction, non-fiction and war books. Prominent in the fiction group are a romance of Marseilles and the Spanish coast in the middle 'seventies by Joseph Conrad; a tale of two fair "enemy aliens" by the author of "Elizabeth and her German Garden"; and new novels by Corra Harris, James Lane Allen and Harry Leon Wilson.

NON-FICTION

The Years Between (poems). Rudyard Kipling.
Mexico Under Carranza. Thomas Gibbon.
Time Telling Through the Ages. Montfort Robinson.
From Isolation to Leadership. John Holloday Latané.
The American's Creed and Its Meaning ($1,000 prize essay). Mathew Page Andrews.
The British Navy in Battle. Arthur H. Pollen. (British naval critic.)
With the Help of God and a Few Marines. A. W. Catlin and Walter A. Dyer.
Volleys from a Non-Combatant. William Roscoe Thayer.
Full Speed Ahead (story of American submarines and destroyers). Henry B. Beeston.
Above the Battles. C. H. André.
The Sole Cause of the War. André Chéradame.

FICTION

The Arrow of Gold. Joseph Conrad.
The Builders. Ellen Glasgow.
Christopher and Columbus. Author of Elizabeth and Her German Garden.
The Eyes of Asia. Rudyard Kipling.
The Emblems of Fidelity. James Lane Allen.
The See-Saw. Sophie Kerr.
From Sunup to Sundown. Corra Harris and Faith Harris Leach.
The Cricket. Marjorie Benton Cooke.
The Valley of Vision. Sarah Comstock.
Nomads of the North. James Oliver Curwood.
The Haunted Bookshop. Christopher Morley.
The Riddle of the Purple Emperor. T. W. and M. E. Hanshew.
Ma Pettingill. Harry Leon Wilson.
Birds of a Feather. Marcel Nadaud.

Travelers: D. W. Nye (in charge of contract sales and special campaigns); H. C. Kinsey (manager Trade Sales Department); H. B. Earl (Boston, New York, Philadelphia); G. V. Seiffert (Pacific Coast and cities of the Middle West); J. A. Craig (smaller western and southern cities); F. C. Henry (New England and the South).

Duffield & Co. head their spring list with a novel published for the first time in English, by Blasco Ibáñez, author of "The Four Horsemen of the Apocalypse," dealing with the artistic and literary life of Chopin and George Sand on the Balearic Islands.

NON-FICTION

The Kaiser's Reasons (a play). Elizabeth Marsh.
Three Tremendous Trifles (three comedies). Tielton Elkins.
Africa and the War. Benjamin Brawley.

FICTION

The Dead Command. Vicente Blasco Ibáñez.
The Amateur Man. W. R. Gaut.
The Blue String. Alma Newton.
Sands of Gold. Kathlyn Rhodes.
A Gallant Lady. Percy Brebner.
The Lucky Mill. Ioan Slavici.

JUVENILE

Wonks. Douglas Gibbons.
The Garnet Story Book. Ada M. and Eleanor L. Skinner.

Travelers: Francis J. Sloane (New England and the Central West); Wallace Wachob (Pacific Coast).

E. P. Dutton & Co. have a long and varied spring list headed in the fiction group by Leonard Merrick's latest novel, "While Paris Laughed," to be followed by a collected edition of Merrick's novels. Other features of the fiction are a new series, *Library of French Fiction*, aiming to give a general view of all types and classes of modern French society initiated with two volumes; and novels by Vicente Blasco Ibáñez and Edward Lucas White. The list includes several volumes which reveal personality and the inner life; a new work on psychic phenomena; works of political interest and some biography.

NON-FICTION

Further Experiments. W. J. Crawford.
The Forgotten Threshold. Arthur Middleton.
A History of Departed Things. Mrs. Henry Head.
The Walk With God. Julia Ward Howe.
Essays in Lent. Hamilton Wright Mabie.
Tumble-fold. Joseph Whittaker.
France Facing Germany. Georges Clemenceau.
America and Britain. Andrew C. McLaughlin.
Russia's Agony. Robert Wilton.
Russian Revolution Aspects. Robert Crozier Long.
Our Allies and Enemies in the Near East. Jean Victor Bates.
A Society of States. W. T. S. Stallybas.
Labor and Reconstruction in Europe. (Summary of proposed solutions of the industrial situation following the war.)
Economic Statesmanship. J. Ellis Barker.
Incidents in the Life of a Mining Engineer. E. T. McCarthy.

JOHN A. CRAIG

Representing Doubleday, Page & Co.

JOHN A. CRAIG has only recently become a member of the traveling staff at Garden City. Previous to that he was private secretary to the late Ambassador Page, when the latter was editor of *World's Work*, and later did editorial work on that publication. This rather enviable record is augmented by the fact that he was First Sergeant in Training Detachment No. 1, Motor Transport Corps, Camp Meigs, D. C., from which service he has received an honorable discharge. He will represent his house in New York State and the smaller cities in the Middle West.

Air Men o' War. Boyd Cable.
Wives of Prime Ministers. Elizabeth Lee.
Symbolist Movements in Literature. Arthur Symons.
Ulster Folk Lore. Elizabeth Andrews.

FICTION

While Paris Laughed. Leonard Merrick.
Old-Dad. Eleanor Hallowell Abbott.
Kings at Arms [Studies of loves of Mlle. Lespinasse.] Marjorie Bowen.
Jacquon the Rebel. Eugene Le Roy.
Nono: Love and the Soil. Gaston Roupnel.
Two Banks of the Seine. Fernand Vandérem.
Amalia. M. J. Serrano. Trans. by José Marmol.
The Pointing Man. Marjorie Douie.
The Crescent Moon. F. Brett Young.
The Song of the Sirens. Edward Lucas White.
The White Island. Michael Wood.
Dream English. Wilfred Rowland Childe.
The Son of Pio. C. L. Carlsen.
Mare Nostrum. Vicente Blasco Ibáñez.

Travelers: Edgar W. Porter (large cities of the West, Pacific Coast and Boston); Mortimer Douglass (South and New England); W. C. Becker (Middle West); Le Baron D. Scribner, sales manager.

CLAUDE H. GITTENS
Representing Harper & Brothers

CLAUDE H. GITTENS started his career at Harpers with Colonel Harvey in 1899, coming as office boy from the *North American Review*. From that time on he has held various positions on the advertising staff. For the last ten years he has had entire charge of all the outgoing advertising, and in this way has become thoroly well acquainted with the Harper publications. He starts this spring as a traveling salesman.

Forbes & Co.'s list for early spring publication includes four books which show a wide diversity in subject matter: "The Man Who Discovered Himself," a work of fiction by Willis George Emerson; "The Woman of Forty," a new volume in the sex and health series by Dr. E. B. Lowry; "A Sample Case of Humor," another humorous book by Strickland Gillilan; and "Health for the Teacher" by Dr. W. E. Chancellor.

Travelers: E. S. Gray and William Appleyard.

Funk & Wagnalls Co. have a varied list headed by a book of anecdotes revealing the private lives of well known men and women, "Wit, Wisdom, and Foibles of the Great" by Charles A. Shriner. Other titles follow:

Expressive English. Dr. James C. Fernald.
Nerve Control and How to Gain It. H. Addington Bruce.
Knowing Insects Through Stories. Floyd Bralliar.
The Unsound Mind and the Law. George W. Jacoby.
The Near East from Within (new ed).

Traveler: David J. O'Connell (New York, the New England States, and the Central Western States).

The Grosset & Dunlap Co. is laying special stress this spring upon the Zane Grey novels, launching the campaign with a reprint of "Wild Fire." Ten titles of this author are now to be found in the *Popular Copyrights*. This house is also stressing its juvenile series, *Sleepy Time Tales, Tuck-Me-In Tales, Children's Crimson Series, Every Child Should Know Series, Every Boy's Library* and the *Tom Slade Series*.

Travelers: Edward C. Ketcham, Philip Grosset, Edward P. Dunlap, Samuel A. Jenkins, Desmond FitzGerald, Garnet W. Grosset, Edward T. Bellamy, Bernard P. Johnson, Ralph W. Fulton, Eugene S. Westervelt, Thomas A. Sheppard, Raymond L. Cote, Frank A. Lewis, Edward Brenner, Leon Wittig, Arnold Wilhelm, George J. McLeod, Ltd., (Canadian Agents); Australian News Co. (Australian Agents); The Philippine Education Co. (Philippine Agents); The Chinese-American Publishing Co. (Agency for China).

Harper & Brothers have as usual a strong spring list in which may be found new books by authors long associated with this house as well as contributions from new writers. Among the former are a new Potash and Perlmutter story; a tale of a mountain boy and a conventionally brought up girl by Kate Langley Bosher; Albert Bigelow Paine's story of a young city couple and a deserted house; and a new nature book by William J. Long. The house introduces Fleta Campbell Springer, previously known thru her magazine work in a psychological mystery story.

NON-FICTION

Keeping Fit All the Way. Walter Camp.
What We Eat. Philip B. Hawk.
Experiments in International Administration. Francis Bowes Sayre.
Bolshevism. John Spargo.
Guarantees of Peace. Woodrow Wilson.
How Animals Talk. William J. Long.
Retail Credits and Collections. Dwight E. Beebe.
Opportunities in Farming. William Owen Dean.

FICTION

The Desert of Wheat. Zane Grey.
The Cup of Fury. Rupert Hughes.
The High Flyers. Clarence Buddington Kelland.
The City of Comrades. Basil King.

The Private Wire to Washington. Harold MacGrath.
Gregg. Fleta Campbell Springer.
The Red of Surley. Tod Robins.
Dwellers in Arcady. Albert Bigelow Paine.
Humoresque. Fannie Hurst.
Potash and Perlmutter At the Peace Conference. Montagu Glass.
Crater's Gold. Philip Curtiss.
His Friend Miss McFarlane. Kate Langley Bosher.
Too Fat to Fight. Rex Beach.
He Made his Wife his Partner. Henry Irving Dodge.
The Soul Scar. Arthur B. Reeve.
Mother-Love in Action. Prudence Bradish.

JUVENILES

Indian History for Young Folks. Francis S. Drake.
From Appomattox to Germany. Percy K. Fitzhugh.
Busy: The Life of An Ant. Walter F. McCaleb.
The Pet Animal Bubble Book. Ralph Mayhew and Burges Johnson.
The Pie Party Bubble Book. Ralph Mayhew and Burges Johnson.

Travelers: H. V. Patterson (Chicago and West to the Pacific Coast); Adam Burger (big cities east of Chicago); Claude H. Gittens (the South and smaller cities of the East).

The Norman W. Henley Publishing Co. has just published the 1919 edition of all Victor W. Pagé's Automobile Books entitled as follows:

Storage Batteries Simplified.
Automobile Repairing Made Easy.
Automobile Starting and Lighting Systems.
The Model T Ford Car.
The Modern Gasoline Automobile.
Automobile Questions and Answers.
How to Run an Automobile.
Motorcycles, Side Cars and Cyclecars.

Its list also includes:

A B C of Aviation. Page.
Model Making. Raymond F. Yates.
Steam Engine Troubles. Hamkens.
Gasoline and Kerosene Carburetors. Page.

Travelers: F. W. Owen (Coast and West); W. S. Siegel (around Chicago); R. F. Fenno (East); McClelland, Goodchild & Stewart (Canada).

Henry Holt & Co.'s spring list which is longer than in 1918 includes such noteworthy features as a posthumous novel by William De Morgan; a new Dorothy Canfield novel; poetical criticism by Louis Untermeyer; and a guide to Russian literature by the Russian author Moissaye J. Olgin.

NON-FICTION

The New Era in American Poetry. Louis Untermeyer.
A Guide to Russian Literature. Moissaye J. Olgin.
An Outline of Spanish Literature. J. M. Ford.
Poems About God. Lieut. John C. Ransom.
The Naval Reserve. Frank Hunter Potter.
The People's Part in Peace. Ordway Tead.
The World's Food Resources. J. Russell Smith.
Fifty Years of Europe. Charles Downer Hazen.
Proposed Roads to Freedom. Bertrand Russell.
The Peace President. William Archer.
Staple Trades Series. Gordon D. Knox.
Bismarck. (*Makers of the Nineteenth Century.*) C. G. Robertson.
The Six Hour Day. Lord Leverhulme.
Democratic Ideals and Reality. H. J. Mackinder.
Uncensored Celebrities. E. T. Raymond.
Richard Cobden. J. A. Hobson.
The Road to a Healthy Old Age. T. Bodley Scott.
Crime and Criminals. Charles Mercier.
The League of Nations: The Way to the World's Peace. M. Erzberger. Trans. by Bernard Miall.
Secrets of Animal Life. J. Arthur Thomson.
Claude's Book. Mrs. Kelway-Bamber.
Serbia. L. F. Waring.
The Dardanelles Campaign. H. W. Nevinson.
Problems of the Pacific. C. Brunsden Fletcher.
How These Farmers Succeeded.

JUVENILE

Lafayette; Columbus; and the Long Knives in Illinois. Alice J. Walker.
Men of Faith and Courage. Arthur and Dorothea Ponsonby.

FICTION

The Old Madhouse. William DeMorgan.
Martin Schuler. Romer Wilson.
Out and About London. Thomas Burke.
Nights in London. Thomas Burke.
While There's Life. Elinor Mordaunt.
The Day of Glory. Dorothy Canfield.

Travelers: Alfred Harcourt; August H. Gehrs (larger cities of Middle West and East); Desmond FitzGerald (Pacific Coast); Stanley Ward Walker (Middle West and South); Maxwell Aley (Metropolitan district, New England).

RUSSELL L. FURLONG
Representing Jordan & Co.

LIEUT. RUSSELL L. FURLONG, salesmanager and Eastern representative of Jordan & Co., Chicago, having finished a year in the service of Uncle Sam, is now back full of ginger and pep, interviewing his old customers in the East and Middle West. No doubt his many friends will be glad to see him in business harness again.

Houghton Mifflin Co. has a varied and interesting spring announcement in which stand out such features as a new Eleanor H. Porter novel; Ian Hay's picture of Europe thru the eyes of American soldiers and American soldiers thru the eyes of France and England; more tales of Labrador life by Dr. Grenfell; Dr. Richard Cabot's new book for social workers; and the story of the marines as told by themselves.

NON-FICTION

Dear Folks At Home (letters from marines).
My German Prisons. Capt. Horace Gray Gilliland.
Ivan Speaks. Thomas Whittemore.
Prisoner of the U-90. Lieut. Isaacs.
Social Work. The Meeting-Ground of the Doctor and the Social Worker. Dr. Richard Cabot.
[Stories of Labrador life.] Dr. Wilfred T. Grenfell.
The Grizzly, Our Greatest Wild Animal. Enos Mills.
[Adventures in the air.] Harold Willis.
Types of Pan (verses).
The Almosts (study of the feeble-minded). Dr. Helen MacMurchy.
Treasury of War Poetry (second series). George Herbert Clarke.
The Romance of the Food Administration. F. C. Walcott.

Air Men o' War. Boyd Cable.
Wives of Prime Ministers. Elizabeth Lee.
Symbolist Movements in Literature. Arthur Symons.
Ulster Folk Lore. Elizabeth Andrews.

FICTION

While Paris Laughed. Leonard Merrick.
Old-Dad. Eleanor Hallowell Abbott.
Kings at Arms [Studies of loves of Mlle. Lespinasse.] Marjorie Bowen.
Jacquon the Rebel. Eugene Le Roy.
Nono: Love and the Soil. Gaston Roupnel.
Two Banks of the Seine. Fernand Vandérem.
Amalia. M. J. Serrano. Trans. by José Marmol.
The Pointing Man. Marjorie Douie.
The Crescent Moon. F. Brett Young.
The Song of the Sirens. Edward Lucas White.
The White Island. Michael Wood.
Dream English. Wilfred Rowland Childe.
The Son of Pio. C. L. Carlsen.
Mare Nostrum. Vicente Blasco Ibáñez.

Travelers: Edgar W. Porter (large cities of the West, Pacific Coast and Boston); Mortimer Douglass (South and New England); W. C. Becker (Middle West); Le Baron D. Scribner, sales manager.

CLAUDE H. GITTENS
Representing Harper & Brothers

CLAUDE H. GITTENS started his career at Harpers with Colonel Harvey in 1899, coming as office boy from the *North American Review*. From that time on he has held various positions on the advertising staff. For the last ten years he has had entire charge of all the outgoing advertising, and in this way has become thoroly well acquainted with the Harper publications. He starts this spring as a traveling salesman.

Forbes & Co.'s list for early spring publication includes four books which show a wide diversity in subject matter: "The Man Who Discovered Himself," a work of fiction by Willis George Emerson; "The Woman of Forty," a new volume in the sex and health series by Dr. E. B. Lowry; "A Sample Case of Humor," another humorous book by Strickland Gillilan; and "Health for the Teacher" by Dr. W. E. Chancellor.

Travelers: E. S. Gray and William Appleyard.

Funk & Wagnalls Co. have a varied list headed by a book of anecdotes revealing the private lives of well known men and women, "Wit, Wisdom, and Foibles of the Great" by Charles A. Shriner. Other titles follow:

Expressive English. Dr. James C. Fernald.
Nerve Control and How to Gain It. H. Addington Bruce.
Knowing Insects Through Stories. Floyd Bralliar.
The Unsound Mind and the Law. George W. Jacoby.
The Near East from Within (new ed).

Traveler: David J. O'Connell (New York, the New England States, and the Central Western States).

The Grosset & Dunlap Co. is laying special stress this spring upon the Zane Grey novels, launching the campaign with a reprint of "Wild Fire." Ten titles of this author are now to be found in the *Popular Copyrights*. This house is also stressing its juvenile series, *Sleepy Time Tales, Tuck-Me-In Tales, Children's Crimson Series, Every Child Should Know Series, Every Boy's Library* and the *Tom Slade Series*.

Travelers: Edward C. Ketcham, Philip Grosset, Edward P. Dunlap, Samuel A. Jenkins, Desmond FitzGerald, Garnet W. Grosset, Edward T. Bellamy, Bernard P. Johnson, Ralph W. Fulton, Eugene S. Westervelt, Thomas A. Sheppard, Raymond L. Cote, Frank A. Lewis, Edward Brenner, Leon Wittig, Arnold Wilhelm, George J. McLeod, Ltd., (Canadian Agents); Australian News Co. (Australian Agents); The Philippine Education Co. (Philippine Agents); The Chinese-American Publishing Co. (Agency for China).

Harper & Brothers have as usual a strong spring list in which may be found new books by authors long associated with this house as well as contributions from new writers. Among the former are a new Potash and Perlmutter story; a tale of a mountain boy and a conventionally brought up girl by Kate Langley Bosher; Albert Bigelow Paine's story of a young city couple and a deserted house; and a new nature book by William J. Long. The house introduces Fleta Campbell Springer, previously known thru her magazine work in a psychological mystery story.

NON-FICTION

Keeping Fit All the Way. Walter Camp.
What We Eat. Philip B. Hawk.
Experiments in International Administration. Francis Bowes Sayre.
Bolshevism. John Spargo.
Guarantees of Peace. Woodrow Wilson.
How Animals Talk. William J. Long.
Retail Credits and Collections. Dwight E. Beebe.
Opportunities in Farming. William Owen Dean.

FICTION

The Desert of Wheat. Zane Grey.
The Cup of Fury. Rupert Hughes.
The High Flyers. Clarence Buddington Kelland.
The City of Comrades. Basil King.

The Private Wire to Washington. Harold MacGrath.
Gregg. Fleta Campbell Springer.
The Red of Surley. Tod Robins.
Dwellers in Arcady. Albert Bigelow Paine.
Humoresque. Fannie Hurst.
Potash and Perlmutter At the Peace Conference. Montagu Glass.
Crater's Gold. Philip Curtiss.
His Friend Miss McFarlane. Kate Langley Bosher.
Too Fat to Fight. Rex Beach.
He Made his Wife his Partner. Henry Irving Dodge.
The Soul Scar. Arthur B. Reeve.
Mother-Love in Action. Prudence Bradish.

JUVENILES

Indian History for Young Folks. Francis S. Drake.
From Appomattox to Germany. Percy K. Fitzhugh.
Busy: The Life of An Ant. Walter F. McCaleb.
The Pet Animal Bubble Book. Ralph Mayhew and Burges Johnson.
The Pie Party Bubble Book. Ralph Mayhew and Burges Johnson.

Travelers: H. V. Patterson (Chicago and West to the Pacific Coast); Adam Burger (big cities east of Chicago); Claude H. Gittens (the South and smaller cities of the East).

The Norman W. Henley Publishing Co. has just published the 1919 edition of all Victor W. Pagé's Automobile Books entitled as follows:

Storage Batteries Simplified.
Automobile Repairing Made Easy.
Automobile Starting and Lighting Systems.
The Model T Ford Car.
The Modern Gasoline Automobile.
Automobile Questions and Answers.
How to Run an Automobile.
Motorcycles, Side Cars and Cyclecars.

Its list also includes:

A B C of Aviation. Page.
Model Making. Raymond F. Yates.
Steam Engine Troubles. Hamkens.
Gasoline and Kerosene Carburetors. Page.

Travelers: F. W. Owen (Coast and West); W. S. Siegel (around Chicago); R. F. Fenn (East); McClelland, Goodchild & Stewart (Canada).

Henry Holt & Co.'s spring list which is longer than in 1918 includes such noteworthy features as a posthumous novel by William De Morgan; a new Dorothy Canfield novel; poetical criticism by Louis Untermeyer; and a guide to Russian literature by the Russian author Moissaye J. Olgin.

NON-FICTION

The New Era in American Poetry. Louis Untermeyer.
A Guide to Russian Literature. Moissaye J. Olgin.
An Outline of Spanish Literature. J. M. Ford.
Poems About God. Lieut. John C. Ransom.
The Naval Reserve. Frank Hunter Potter.
The People's Part in Peace. Ordway Tead.
The World's Food Resources. J. Russell Smith.
Fifty Years of Europe. Charles Downer Hazen.
Proposed Roads to Freedom. Bertrand Russell.
The Peace President. William Archer.
Staple Trades Series. Gordon D. Knox.
Bismarck. (*Makers of the Nineteenth Century.*) C. G. Robertson.
The Six Hour Day. Lord Leverhulme.
Democratic Ideals and Reality. H. J. Mackinder.
Uncensored Celebrities. E. T. Raymond.
Richard Cobden. J. A. Hobson.
The Road to a Healthy Old Age. T. Bodley Scott.
Crime and Criminals. Charles Mercier.
The League of Nations: The Way to the World's Peace. M. Erzberger. Trans. by Bernard Miall.
Secrets of Animal Life. J. Arthur Thomson.
Claude's Book. Mrs. Kelway-Bamber.
Serbia. L. F. Waring.
The Dardanelles Campaign. H. W. Nevinson.
Problems of the Pacific. C. Brunsden Fletcher.
How These Farmers Succeeded.

JUVENILE

Lafayette; Columbus; and the Long Knives in Illinois. Alice J. Walker.
Men of Faith and Courage. Arthur and Dorothea Ponsonby.

FICTION

The Old Madhouse. William DeMorgan.
Martin Schuler. Romer Wilson.
Out and About London. Thomas Burke.
Nights in London. Thomas Burke.
While There's Life. Elinor Mordaunt.
The Day of Glory. Dorothy Canfield.

Travelers: Alfred Harcourt; August H. Gehrs (larger cities of Middle West and East); Desmond FitzGerald (Pacific Coast); Stanley Ward Walker (Middle West and South); Maxwell Aley (Metropolitan district, New England).

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NON-FICTION

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Prisoner of the U-90. Lieut. Isaacs.
Social Work. The Meeting-Ground of the Doctor and the Social Worker. Dr. Richard Cabot.
[Stories of Labrador life.] Dr. Wilfred T. Grenfell.
The Grizzly, Our Greatest Wild Animal. Enos Mills.
[Adventures in the air.] Harold Willis.
Types of Pan (verses).
The Almosts (study of the feeble-minded). Dr. Helen MacMurchy.
Treasury of War Poetry (second series). George Herbert Clarke.
The Romance of the Food Administration. F. C. Walcott.

The Last Million. Ian Hay Beith.
Sky Fighters of France. Lieut. Henry Farre.
California Desert Trails. J. Smeaton Chase.
Contributions of the British Empire to Civilization. Lord Charnwood.

FICTION

Common Cause. Samuel Hopkins Adams.
Buck. Charles D. Stewart.
A Daughter of Two Worlds. Leroy Scott.
The Duchess of Siona. Ernest Goodwin.
Dawn. Eleanor H. Porter.
A Man Four Square. William MacLeod Raine.
Goat Feathers. Ellis Parker Butler.
Oranges and Lemons. Mary C. E. Wemyss.
[Story of rural life.] Frances Parkinson Keyes.
The Bounder. Arthur Hodges.
Joan & Co. Frederick Orin Bartlett.
The Branding Iron. Katharine Newlin Burt.

JUVENILE

Cornelia. Lucy Fitch Perkins.

Travelers: Frank Bruce (New York and Philadelphia); H. S. Elliott (Pacific Coast); George H. Geer, Jr. (Chicago and Middle West); Harold Leussler (New England, South and Middle West); B. P. Huggins (Boston).

LOUIS A. ESPOSET
Representing the Macmillan Co.

LOUIS A. ESPOSET started with the Macmillan Co. about ten years ago, and immediately set to preparing himself for his chance to sell. After successful experience in the various departments necessary to acquaint him with the Macmillan line the opportunity finally arrived, and he is now representing the house in New York City, visiting the larger trade where he is well-known and enjoys considerable popularity. When his time comes to get on the road, he will be thoroly equipped for successful work.

B. W. Huebsch's spring list shows its usual features of poetry, drama, economics and political science.

FICTION

Winesburg, Ohio. Sherwood Anderson (author of Marching Men).

NON-FICTION

Poems. D. H. Lawrence.
Poems. James Oppenheim.
[Book on American labor.] Frank P. Walsh (formerly joint chairman of the War Labor Board).
Covenants of Peace. H. N. Brailsford.
The British Revolution and the American Democracy. Norman Angell.
Law and the Modern State. Leon Duguit (professor of law, University of Bordeaux).
Mine Taxation in Montana. Louis Levine (professor of economics, University of Montana).
Everybody's Husband (one-act play). Gilbert Cannan.

Travelers: A. Wessels, James L. Crowder, Desmond FitzGerald and W. C. Bell.

Hurst & Co. will be represented this year by the following travelers: L. M. Levy; Ben Spero; J. G. Young; G. J. Weinheimer; L. G. Nourse.

George W. Jacobs & Co. announce for spring publication "The Year Between," a romance of the Australian bush, by Doris Egerton Jones, author of "Peter Piper." Other titles on their list include:

NON-FICTION

The Twentieth Plane (a psychic revelation). Dr. Albert Durrant.
The Time of Refreshing. H. A. Wilson.

JUVENILE

Kit of Greenacre Farm. Gola L. Merrifield.
Kitty Clover Paper Dolls. Shelia Young.
All 'Round Our House (verse). Rupert S. Holland.

Traveler: D. L. Macrae.

Marshall Jones Co.'s schedule for spring publication, tho not long, is interesting in that it promises books somewhat unique in subject matter or style. "The Seven Who Slept" by A. Kingsley Porter is a dialog written in the Greek form; "Letters from a Prairie Garden," supposedly the correspondence of a woman who laughs, is in reality the work of Edna Worthley Underwood, a descendant of the famous Lady Mary Worthley Montagu. Others on this list are:

Great Artists and Their Works. Alfred M. Brooks.
The Great Issue. John Farwell Moors.
War and Pestilence. Frederick Bligh Bond.
Camion Cartoons. Kirkland H. Day.

The company is represented by Edward N. Teal.

Alfred A. Knopf announces among other "Borzoi Books" for spring "The Diary of a German Soldier" by Feldwebel C——; "Washington: The Man Who Made Us" by Percy MacKaye; and novels by Coulson T. Cade and by E. L. Grant Watson.

NON-FICTION

The American Language. H. L. Mencken.
Women. Anonymous.
170 Chinese Poems. Arthur Waley.
Wolves. Alden Welsh.
Songs to the Beloved Stranger. Witter Bynner.
Our Wonderful Selves. Roland Pertwee.

FICTION

The Pelicans. E. M. Delafield.
The Tunnel. Dorothy Richardson.
The Pale Horse. "Ropshin."

Travelers: Alfred A. Knopf (Boston, Chicago and the larger Middle Western cities); James L. Crowder (resident representative in Chicago); Desmond FitzGerald (Denver and the Pacific Coast); Edwin H. Knopf (New England, New York City and Philadelphia).

Laird & Lee announce that they have in preparation eight new diaries and that their mechanical books are undergoing thoro re-

vision, and new titles are to be added. New editions of other of the firm's best sellers are also in preparation. In addition they list "The Successful Salesman" and "His Service Book" already published and the following forthcoming titles:

War Addresses and State Papers of Woodrow Wilson.
Guide to Historical Fiction. J. R. Kaye.
What to Eat and How to Cook It (official receipt book of Illinois State Council of Defense).
Standard American Show Card Book.
L. & L. Standard Vest Pocket Lawyer. Chesla C. Sherlock.

Travelers: William M. Stitt, formerly with Frederick A. Stokes & Co. (New England, East and Middle West); H. L. Coggins (West and Pacific Coast); L. S. Wells (Ohio).

John Lane Co.'s season will open with the publication of Lieut. Coningsby Dawson's new book, "Living Bayonets: a Record of the Last Push"; to be closely followed by such leaders as a Stephen Leacock satire on "The Hohenzollerns in America and Other Impossibilities"; another Arthur Rees detective story; and "Nurse Benson," a modern novel by Justin Huntly McCarthy, founded on his play of the same name which is now drawing crowds in London and is scheduled for American production in the autumn.

NON-FICTION

Living Bayonets: a Record of the Last Push. Coningsby Dawson.
The "Charmed American." Georges Lewys.
The Red Cow and Her Friends. Peter McArthur.
Domus Doloris. W. Compton Leith.
President Wilson. Trans. by Hugh Stokes from the French of Daniel Halevy.
The Letters of Algernon Charles Swinburne (edited with an introduction by Edmund Gosse, C. B. and T. J. Wise.)

FINE ART PUBLICATIONS

Prints and Drawings by Frank Brangwyn with some other Phases of His Art. W. S. Sparrow.
Modern Etchings and Their Collectors. Thomas Simpson.
The Happy Hypocrite (an edition de luxe illustrated in color by George Sheringham). Max Beerbohm.

FICTION

The Hohenzollerns in America and Other Impossibilities. Stephen Leacock.
The Shrieking Pit. Arthur Rees.
Nurse Benson. Justin Huntly McCarthy.
Holiday Husband. Dolf Wyllarde.
The Call of the Soil (translation of "L'Appel du Sol"). Lieut Adrian Bertrand.
The Amethyst Ring (a translation). Anatole France.

Travelers: Charles G. Giffin (New York, Boston, Philadelphia, Baltimore, Washington, Chicago); Wallace Wachob (Pacific Coast and Southwest).

J. B. Lippincott Co.'s fiction features for spring are a novel of Canadian life by Sir Gilbert Parker; one of Carolyn Wells' "Fleming Stone" detective stories and a new novel by Grace Livington Hill Lutz. The well established Lippincott series: *Farm Manual Series, Training Series, Military Series* receive important additions and a new series, *Thrift Texts* is added. The list, as usual, is strong in the fields of education, business, science and household economics.

NON-FICTION

King John. (Variorum edition of Shakespeare.)
A Gentle Cynic: Being the Book of Ecclesiastes. Morris Jastrow.
The University of Pennsylvania: Franklin's College. Horace Mather Lippincott.
The Fine Art of Photography. Paul L. Anderson.
Training of a Salesman. William Maxwell.

EARL T. SARGENT

Representing A. C. McClurg & Co.

EARL SARGENT had his schooling as a bookman in the retail store of the house he now represents on the road as publishers of good literature. His trips are in the spring and fall only when the semi-annual sheaf of new books is issued. He has but three obsessions: Chicago, his home town, the house of McClurg and the game of golf. What else could add to his happiness?

Training for the Electric Railway Business. C. B. Fairchild, Jr.
The Instructor, the Man and the Job. Charles R. Allen.
Housewifery. Lydia Ray Balderston.
Millinery. Evelyn Smith Tobey.
Thrift and Conservation. Arthur H. and James F. Chamberlain.
Tin Can Toys. Edward Thatcher.
Household Arts Arithmetic. Katharine F. Ball and Miriam E. West.
Social Games and Group Dancing. J. C. Elsom.
Clothing Conservation. Mary Schenck Woolman.
The Recruit Manual. Col. George C. Thorpe.
Mess Management. Col. William E. Dunn.
First Lessons in Business. J. A. Bexell.
Projects in Primary Grades. Alice M. Krackowizer.
Number By Development. John G. Gray.
Applied Arithmetic. N. J. Lennes and Francis Jenkins.
American Leaders. Walter Lefferts.
Productive Small Fruits. Professor Sears.
High School Book on Orcharding. Kary C. Davis
Agricultural and Experimental Botany. M. T. Cook.
Laboratory Manual of Farm Crops. F. W. Lathrop.
Forced Movements, Tropisms, and Animal Conduct. Jacques Loeb.
The Elementary Nervous System. G. H. Parker (Professor of Zoology, Harvard University).
Essentials of Surgery. Archibald L. MacDonald.

FICTION

Wild Youth and Another. Sir Gilbert Parker.
The Soul of Ann Rutledge. Mrs. Burnie Babcock
The Diamond Pin. Carolyn Wells.
The Red Signal. Grace Livingston Hill Lutz.

JUVENILE

Hidden Treasure. John Thomas Simpson.

Travelers: Horace S. Ridings (New York, Boston, Chicago); Thomas H. Clagett (Southwest, California, east to St. Louis, New England, Canada); Herbert M. Gaskill (South Middle West, Philadelphia and Pennsylvania); Solomon S. Weible (Northwest and points in Ohio and Michigan).

JAMES S. McKAY

Representing David McKay, Philadelphia

JAMES S. McKAY is another excellent product of the organization founded by the late David McKay, his father. Only after thoro training inside was he sent out to represent his house, and he has been successful from the start. Among those who know them both he shares equal popularity with his older brother, Alexander. He covers the South and the Pacific Coast.

Little, Brown & Co. list this spring new books by authors whose names are already associated with this house: a novel of English life in war-time by the author of "The Second Blooming"; a western tale by B. M. Bower; characteristic Oppenheim, Hamilton and William Johnston novels and an excursion into the unseen world by Lilian Whiting. Mr. Burgess completes the *Bedtime Story-Books* with two new titles. The house also introduces a new Illinois author, Katharine Reynolds in a chronicle of village life.

FICTION

The Curious Quest. E. Phillips Oppenheim.
Who Cares? Cosmo Hamilton.
The Apartment Next Door. William Johnston.
Green Valley. Katharine Reynolds.
Blind Alley. W. L. George.
Against the Winds. Kate Jordan.
The Thunder Bird B. M. Bower.

NON-FICTION

An American Poilu. By an American soldier serving with the French infantry.
They Who Understand. Lilian Whiting.
The Mental Hygiene of Childhood. Dr. William A. White.

JUVENILE

The Adventures of Bob White. Thornton W. Burgess.
The Adventures of Ol' Mistah Buzzard. Thornton W. Burgess.

Travelers: Joseph F. Greene (New York City, Boston, Philadelphia and Chicago); Andrew D. Pierce (South and Pacific Coast); Frank Jones (New England and Boston, and some points in the Middle West); Edward J. Vass (New York, Central and Middle West).

Longmans, Green & Co. are represented this year by Theodore F. Pike (East and Middle West); Wallace Wachob (Far West).

Lothrop, Lee & Shepard Co. announce new volumes in its well-known series, such as Dr. Francis Rolt-Wheeler's "Wonder" books, the *Dave Porter Series*, and the stories of child life in different lands written by natives. This year's volume is by the daughter of a Mexican minister to Cuba.

The Wonder of War at Sea. Dr. Francis Rolt-Wheeler.
Good Old Stories for Boys and Girls. Elva S. Smith (Carnegie Library, Pittsburgh).
Rainbow Island. Edna A. Brown.
Dave Porter's War Honors. Edward Stratemeyer.
The Joyous Travelers. Maude Lindsay and Emilie Poulsson.
When I was a Girl in Mexico. Mercedes Godoy.

Travelers: John E. Lander (New York City and East); L. W. Adams (Chicago and West).

The Macmillan Co. announces as usual a long and diversified preliminary list of spring publications. In fiction appear novels by such distinguished writers as Wells, Phillpotts, Beresford, May Sinclair and Mary S. Watts. There are also noteworthy contributions to literature in the departments of poetry and essays, books on public affairs, the war and its issues, biography, history, travel and description, religion and philosophy, and agriculture and science. Following are selections from the list:

NON-FICTION

The Ancient Grudge. Owen Wister.
The Wild Swans of Coole and Other Verses. William Butler Yeats.
The New Voices: An Introduction to Contemporary Poetry. Marguerite Wilkinson.
Reading the Bible. William Lyon Phelps.
The Food Crisis and Americanism. William Stull.
The Labor Market. Don D. Lescohies.
Problems of International Settlement. G. Lowes Dickinson.
Efficient Railway Operation. H. S. Haines.
The State in Peace and War. John Watson.
The Blind. Their Condition and the Work Being Done for Them in the United States. Harry Best.
Education By Violence. Henry S. Canby.
War Borrowing. Jacob H. Hollander.
The Life of Benjamin Disraeli, Earl of Beaconsfield. v. 5, 6. George E. Buckle.
Historical Papers of the Late Brooks Adams. Henry Adams.
A Year with a Whaler. Walter Noble Burns
Mexico, Today and Tomorroy. Edward D. Trowbridge.
Commercial Russia. William Henry Beable.
Our Immortality. Daniel P. Rhodes.
A Book About the English Bible. Josiah H. Penniman.
The Soul in Suffering. Robert S. Carroll.

God's Responsibility for the War. Edward S. Drown.
Manual of Home-making. Martha Van Rensselaer and others.
Manual of American Grape Growing. U. P. Hedrick.

FICTION

Mary Olivier. May Sinclair.
From Father to Son. Mary S. Watts.
Storm in a Teacup. Eden Phillpotts.
[A new novel.] H. G. Wells.
How the War Came to Sabinsport. Ida M. Tarbell.
The Jervaise Comedy. J. D. Beresford.
Jim: The Story of a Backwoods Police Dog. Charles G. D. Roberts.
Mildred Carver, U. S. A. Martha Bensley Bruère.
Tales of Chekhov. (2 new v.)
New Dostoevsky Tales. (2 v.)

Travelers: W. P. Albrecht, sales manager (Boston and Philadelphia); Thomas Cuthbertson (Middle West); L. A. Esposet (New York City); James Collins (New York City); Captain G. P. Brett, Jr., C. J. Trenkle and Peter P. Mulligan in the service the past year are expected to return soon.

Robert M. McBride & Co. feature mystery and adventure stories in their list of spring fiction, while their non-fiction works emphasize the practical and efficient in modern life.

NON-FICTION

Beyond Life. James Branch Cabell.
Personal Efficiency in Life. Edward Earl Purinton.
Practical Rabbit Keeping. Edward I. Farrington.
The Business of Home Management (formerly published under the title of "The Principles of Domestic Engineering"). Mary Pattison.

NEW EDITIONS

The First Book of Photography. C. H. Claudy.
Architectural Styles for Country Houses. H. H. Saylor.
Gardening Indoors and Under Glass. F. F. Rockwell.
Furnishing the Home of Good Taste. Lucy Abbot Throop.

FICTION

Okewood of the Secret Service (a story dealing with the further adventures of the hero of "The Man with the Clubfoot"). Valentine Williams.
Tales of Secret Egypt. Sax Rohmer.
The Second Bullet. Robert Orr Chipperfield.

Travelers: Guy Holt, Wallace Wachob, Gove Hambige.

A. C. McClurg & Co. feature "Jungle Tales of Tarzan" a new Tarzan book this spring. The house is confidently expecting a great "Tarzan" year. Another spring book is "Ruth of the U. S. A." by Edwin Balmer, a war novel with the scenes laid in Chicago and the battle fields of France.

Travelers: A. Wessels (Eastern states); R. A. McNally (California and the Coast states); E. Sargent (Middle West).

Moffat, Yard & Co. begin the new year with the publication of "The Great Hunger," a novel translated from the Norwegian of Johan Berger, which comes bearing the endorsement of John Galsworthy and promises to offer a new light to American readers on Norwegian literature. The *American Writers Series* is to have its third volume in "The Men Who Make Our Novels" by George Gordon, a book giving biographical sketches, and critical comments on such men as Booth Tarkington, William Dean Howells and Joseph Hergesheimer. Other publications from the same firm are:

NON-FICTION

The Story of Versailles. Francis Loring Pyne.
Remaking a Man. Courtenay Baylor.

FICTION

The Flail. Newton A. Fuessle.
The White Cipher. Henry Leverage.
The Gentile Wife (from the play by Rita Wellman).

Travelers: John H. Apeler (larger cities in the East and Middle West); Wallace Wachob (Coast and South); E. J. Flynn (smaller cities in Middle West and East).

The John Murphy Co. announces the Manual of Prayers, the Baltimore Council Prayer Book in both the red and black edition and the regular black edition: and the Douay Versions of the Bible, of which they publish three editions. The company is represented by John J. Coakley.

Thomas Nelson & Sons as usual call attention to their line of the American Standard Bibles, Testaments, Prayer Books, etc. *The New Century Library of Standard Authors* has been increased by the addition of Emerson's "Essays," first and second series in one volume, and "The Complete Works of Elizabeth Barrett Browning" in two volumes.

Travelers: H. B. Smith, J. J. Hamilton, George F. Bachman, A. C. Keowen, Thomas MacLaren, Thomas F. Kyle, W. T. Dickerson, Jr.

The New York Book Co. will bring out a new line of books for small children entitled the *Magic Salt Series* by E. R. Bathrick, and two new titles will be added to the *Betty Books* by Alice Hale Burnett. There will be new volumes in practically all the other series published by the company and in addition, several new lines of toy books and nursery and fairy tales will be issued at popular prices.

Travelers: J. T. Ellingwood (Southeast of Mississippi, below North Carolina, and large cities in Central states); M. Meyer (Pennsylvania, West Virginia, Ohio, Kentucky and Michigan); A. Lowenthal (Pacific Coast, Texas, Oklahoma and New England); G. H. Quackenbush (Delaware, Maryland, Virginia, Indiana, Illinois, Wisconsin and Minnesota); A. N. Hasenkamp (Utah, Wyoming, Montana, Idaho and Colorado); A. J. Zerbe (New York, New Jersey and Connecticut).

The Oxford University Press announces two new volumes in its well known *Oxford Book of Verse Series,* one on Australian verse and the other entitled "A Book of the Sea." It reports increased popularity in the *Histories of the Belligerents Series,* caused by a generally awakened interest in history created by the war; the most recent title in this group is the volume on Russia. Another prominent feature of the firm is its line of almost 550 different kinds of Oxford Bibles, and its different styles of Oxford testaments and Episcopal prayerbooks and hymnals.

Travelers: C. C. Schepmoes (Boston and Pacific Coast); D. I. MacFadyen (N. Y. City); Charles Korbel, F. F. Bayer (Middle West); Arthur J. Hammen (South); Frank J. Guck and Joseph V. Heaney.

JOSEPH V. HEANEY

Representing the Oxford University Press

JOSEPH V. HEANEY was honorably discharged by Uncle Sam, having served as machine gunner, and is now ready to resume a more peaceful calling, of selling Oxford Bibles to the trade in Ohio, Oklahoma, Minnesota and parts adjacent. He was born in New York City in 1895, and after completing his school course started with the Oxford University Press. Beginning at the bottom he progressed steadily until last year when he became a freshman in the University of Salesmanship.

The Penn Publishing Co.'s spring leaders are "The Tin Soldier," a story set in wartime Washington by Temple Bailey, author of the popular "Contrary Mary," "Mistress Anne"; and "The Vinegar Saint" by Hugh Mearns. New printings of "Vanished Towers and Chimes of Flanders," "Alsace Lorraine" and "Joan of Arc" are also announced.

Travelers: Charles C. Shoemaker (New York and Boston); Frank W. Shoemaker (other large cities and Pacific Coast); Fred Krauss (South and Middle West); Edward W. Mumford (New York State and New England).

The Pilgrim Press will be represented this year by A. Wessels (Canada and the East as far west as Cleveland); A. A. Peters (the Coast); Arthur Hagstrom (Middle West).

Isaac Pitman & Sons include in their spring announcement of business educational and technical works:

Pitman's Shorthand Rapid Course.
High Speed in Typewriting. A. M. Kennedy and Fred Jarrett.
French-English and English-French Commercial Dictionary. F. W. Smith.
Methode de Phonographie Pitman. H. Delajoux.
Drawing and Design. Samuel Clegg.
Coal Tar and Some of Its Products. Arthur R. Warnes.
Gas and Gas Making. W. H. Y. Webber.
Furniture. H. E. Binstead.
Petroleum. Albert Lidgett.
Salt and Salt Industry. A. F. Calvert.
Practical Telephone Handbook. Joseph Poole.
Mechanics and Draughtsmen's Pocket Book. M. E. Dommett.
Lessons in Portuguese Commercial Correspondence. G. R. MacDonald.
How to Become an Official Stenographer. W. L. Mason.

Travelers: D. H. Martin, New York City representative; A. C. McClurg & Co. and Robert S. Leete & Co., Chicago (Middle West); Potter Brothers Company, San Francisco, Potter Brothers Company, Los Angeles, Cal., and Lowman & Hanford Company, Seattle, Wash. (Pacific Coast); F. F. Hansell & Brother, New Orleans, La. (South).

The Platt & Nourse Co. will be represented this year by the following travelers: L. G. Nourse; J. G. Young; Ben Spero; G. J. Weinheimer; L. M. Levy.

James Pott & Co. will publish this year their usual line of Bibles, Testaments and Prayer Books, all of which are now bound in their patent "Unbreakable Back" binding.

Travelers: Frederick W. Hallam (large Eastern cities); Charles R. Duryea (Western cities); William G. Chase (South); William L. Mezger (Far West); W. W. Silver (Middle West); Charles B. Steele (Texas).

The Princeton University Press's spring list includes books on reconstruction problems, and other non-fiction in the departments of art, law, education and economics.

The Vocational Re-education of Maimed Soldiers. Léon de Paeuw.
Socialism and American Ideals. William Starr Myers.
Della Robbia Heraldry. (v. 7, *Princeton Monographs in Art and Archaeology.*) Allan Marquand.
Ballad Singers of Nova Scotia. William R. Mackenzie.
The Relation of the Executive Power to Legislation. Henry Campbell Black (editor, *Constitutional Review*).
The War and Education. Andrew F. West (dean, Graduate College, Princeton).
Patent Law. John Barker Waite (professor, University of Michigan Law School).

Traveler: Elmer C. Nelson.

G. P. Putnam's Sons' list for spring publication shows a group of interesting titles by well-known writers. Among the works of fiction are novels by E. Temple Thurston and Cynthia Stockley; "The Untamed," described as an unusual tale of the West, by a new writer, Max Brand; and a group of short stories dealing with New York's Chinatown by Achmed Abdullah, the popular short story writer. Two notable books of poetry that are forthcoming are "In Flanders Fields" by Colonel John McCrae, and "The Kiltartan Poetry Book" by Lady Gregory.

NON-FICTION

Voltaire in His Letters (a selection from his correspondence). Translated by S. G. Talentyre.
Short History of Rome (v. 2). Ferrero.
A Short History of the Italian People. Janet Penrose Trevelyan.
Alfred the Great. (*Heroes of the Nation series.*)
Isabel of Castile. (*Heroes of the Nation series.*)

Cambridge History of American Literature (v. 2). [Three new books.] Rudolph Steiner.

FICTION

David and Jonathan. E. Temple Thurston.
Blue Aloes. Cynthia Stockley.
The Lady from Long Acre. Victor Bridges.
The Beloved Sinner. Rachel Swete Macnamara.
A Life at Stake. Marcel Berger.
The Untamed. Max Brand.
The Honorable Gentleman, and Others. Achmed Abdullah.
[A new collection of negro stories.] E. K. Means.

Travelers: H. L. Allison; Robert G. Anderson; Philip M. Anderson (in military service); George Groel (in military service).

Rand, McNally & Co. will continue their full line of children's books, educational books, maps and atlases. Among the new books of special importance to be issued during the year will be an edition of Aesop's Fables, illustrated by Milo Winter.

Travelers: Joseph E. Goodwin (Southeastern states and West as far as Chicago); H. W. Edson (Assistant to Mr. Goodwin in western territory); Harry M. Lamb (Central states); Raymond A. McNally (Southwestern states and the Far West).

The Reilly & Lee Co. (formerly Reilly & Britton Co.) announce "The 1919 War Tax Guide" by Arnold Baar and William Kix Miller; "Abraham Lincoln as a Man of Letters" by Luther E. Robinson; "Penny of Top Hill Trail" by Belle K. Maniates, the author of "Amarilly of Clothes-Line Alley"; and a new "Oz Book" by L. Frank Baum entitled "The Magic of Oz."

Travelers: William F. Lee (important cities of the East, Canada, and the Pacific Coast); Samuel H. Darst (larger cities in the Central West); Clement F. Benoit (New England, the South and the South-East); W. G. Bruner (the Central West).

Fleming H. Revell Co. will be represented by John W. Hill (South and Middle West); F. H. Revell, Jr. (larger cities); Edward Morehouse (Pacific Coast).

The Saalfield Publishing Co. offers for 1919 four new series of Muslin Books and three of Linen Books for the very little folks, while for the kiddies who are slightly older and do not longer need the indestructible books there are the popular *Little Red Hen Series* in toy book form, the patriotic Toy Books, two series of them, as well as one series of fairy tales. Then there are painting books, and for the boys and girls who read, "Billy Whiskers in France," "A Boys' Life of Pershing."

Travelers: Albert G. Saalfield, Arnold H. Munk, Alexander Munk, E. Bergman, M. G. Field, H. E. Tucker, G. W. Webster.

W. B. Saunders Co. announces among its new publications for the year a book on milk by Paul G. Heineman, and "First Lessons in Bacteriology for Nurses" by M. E. Morse, a simple untechnical treatment of the subject. Besides the above mentioned volumes, the house carries its usual line of scientific and nursing books.

John B. Murray represents the company on the road.

Charles Scribner's Sons feature some exceptionally interesting books on their spring publication list, among them novels by John Galsworthy and Meredith Nicholson; a group of short stories by Henry Van Dyke; Captain Raymond Recouly's "Life of Marshal Foch"; poems of John Jay Chapman and new works by John Finley and Robert S. Yard.

ELMER C. NELSON

Representing the Princeton University Press

ELMER C. NELSON became connected with the Princeton University Press in 1913, as bookkeeper. Since that time he has acted as purchasing agent, office manager and salesman. He knows the book business thoroly and is well acquainted with the trade, particularly in New York, Boston and Philadelphia. In 1916, when the New Jersey Booksellers' Association was formed, he took a very active part in the formation of this organization, which gave promise of big things until the war put a temporary end to its activities.

NON-FICTION

Hospital Heroes. Elizabeth Black.
The Way of the Eagle (a narrative of flying experiences). Major Charles J. Biddle.
[The Palestine campaign.] John H. Finley.
The Remaking of the World. Lieut. Henri de Man.
The Only Possible Peace. Frederick C. Howe.
The Land and the Returning Soldier. Frederick C. Howe.
The Life of Marshal Foch. Captain Raymond Recouly.
Robert E. Lee. (*The Figures from American History Series.*) Dr. Douglas Southall Freeman.
Stephen A. Douglas. (*The Figures from American History Series.*) Louis Howland.
My Husband. Mrs. Vernon Castle.
The Book of the National Parks. Robert S. Yard.
Money and Prices. J. Lawrence Laughlin.
Aircraft: Its Origin and its Development in War and Peace. Evan John David.
Plays. Jacinto Benavente.

EDWARD MOREHOUSE
Representing Fleming H. Revell Co.

EDWARD MOREHOUSE received the impulse to enter the book business from his old friend and neighbor, the late James S. Baker, over twenty years ago. At Mr. Baker's advice, he became associated with Fleming H. Revell Co., beginning in the retail department, gradually advancing until he had full charge of that department. It was not until 1915 that he began to put his salesmanship to the test on the road. He began by making short trips to various cities, including New England, and he now is covering the Middle West, South-West and Pacific Coast.

FICTION

Saint's Progress. John Galsworthy.
The Valley of Vision. Henry Van Dyke.
Rosy. Louis Dodge.
Lady Larkspur. Meredith Nicholson.
Judith of Blue Lake Ranch. Jackson Gregory.
A Romantic Liar. Lawrence Perry.
David Vallory. Francis Lynde.

Travelers: Melville Minton (Boston, Philadelphia, Chicago and part of Middle West and New England); A. S. Knapp (Middle West and Southwest); F. H. Marling and H. C. Bauer (New York City); H. P. Miller (Pacific Northwest); W. O. Baker (California); A. E. Raettig (South).

A. W. Shaw Co. has as its travelers for 1919 Francis J. Sloane (East); Edward J. Flynn (West); and Wallace Wachob (Pacific Coast).

Small, Maynard & Co. plan to publish some fifty new books during the year, their list including such leaders as "The Best Short Stories of 1918" compiled by Edward J. O'Brien; "Tam O' The Scoots," a new adventure story by Edgar Wallace; and H. C. Witwer's "A Smile A' Minute," which is a sequel to that author's popular humorous book, "From Baseball to Boches." Other early publications from this house will be:

The Bargain True. Nalbro Bartley.
The Fighting Shepherdess. Caroline Lockhart.
How to Study the Best Short Stories (an analysis of Mr. O'Brien's volumes). Dr. Blanche C. Williams.
The Firebrand of Bolshevism. Princess Radziwill.
My Revolutionary Days. Princess Cantacuzene.
Throttled! The Detection of the German and Anarchist Bomb Plotters. Thomas J. Tunney.

Travelers: J. J. Mullen (New York, Philadelphia and Chicago); J. V. Malloy (South, Pacific Coast, New England, Middle West).

The Stanton & Van Vliet Co. expects to publish a new book entitled "Aeroplane Engines" by John B. Rathbun; an edition of Mother Goose rhymes compiled by Rose Allyn and beautifully illustrated by Clara M. Burd is another feature for spring publication. The company has arranged with the Whitman Publishing Company for the sale of their books west of Pittsburgh.

Travelers: John R. Stanton (larger cities of the East and West); William S. Siegel (South and Middle West); C. H. Van Vliet (Chicago).

The Stewart & Kidd Co.'s spring list will include a new volume called "Streamcraft: An Anglers Manual" by George Parker Holden, a widely known contributor to *Forest and Stream;* this book is intended as a companion volume to Henshall's "Book of the Black Bass" and Carroll's "Lake and Stream Game Fishing". The third edition of "Portmanteau Plays" by Stuart Walker is ready for publication and it will be necessary very shortly to go to press again with "European Theories of the Drama" by Barrett H. Clark.

Travelers: John G. Kidd (larger Eastern cities); Jas. L. Crowder (Middle West and Coast). Baker & Taylor Co. of New York, and A. C. McClurg & Co., of Chicago will also carry the line.

Frederick A. Stokes Co.'s spring publication list includes among its leaders "That's Me All Over, Mable," a continuation of Edward Streeter's inimitable rookie letters; "Yashka," a vivid account of Bolshevism in action by Maria Botchkareva, leader of the famous Battalion of Death; and a new volume of Alfred Noyes' poems, containing practically all the verse he has written since 1914, under the title "The New Morning."

NON-FICTION

Yashka. Maria Botchkareva.
The Human Touch of Sympathy. (*Golden Harvest Series.*)
The Sunset of Life. (*Golden Harvest Series.*)
Clemenceau: The Man and His Time. H. M. Hyndman.
The Resurrected Nations. Isaac D. Levine.
The New Morning. Alfred Noyes.
Facts About France. E. Salliens.
Songs of the Services. Will Stokes.
A Popular History of France. B. Van Vorst.
The Irish Convention and Sinn Fein. Wells, B. Warre, and N. Marlowe.

FICTION

The Avalanche. Gertrude Atherton.
The Buccaneer Farmer. Harold Bindloss.
Good Sports. Olive Higgins Prouty.
That's Me All Over, Mable. Lieut. Edward Streeter.
Dere Bill. Florence E. Summers.

JUVENILE

The Boys' Airplane Book. A. Frederick Collins.
Daddy Pat of the Marines. Lieut.-Col. F. E. Evans.

Travelers: Frank A. Coombs (Pacific Coast, Chicago and cities west of the Mississippi); Henry F. Savage (New England, large cities in the East and Middle West); James L. Nerney (South and smaller cities of the East and Middle West); E. G. Larson (New York City).

George Sully & Co.'s list for spring publication announces several new titles in its series for children as well as a new book by Eleanor Gates and practical volumes on diverse subjects. The tentative list is given below:

NON-FICTION

Nurses' Service Digest. Humphrey & Reynolds.
Recipe Cabinet (index cards). Fannie Merrit Farmer.
Wireless Telegraphy and Telephoning. J. E. Homans.
The Drama Book. Edith B. Ordway.

FICTION

Phoebe. Eleanor Gates.
The Man from Big Timber. Thomas Holmes.

JUVENILE

Army Boys in the Big Drive. Homer Randall.
Army Boys Marching into Germany. Homer Randall.
Air Service Boys in the Big Battle. Chas. Armory Beech.
Air Service Boys Flying for Victory. Chas. Armory Beech.
Navy Boys to the Rescue. Halsey Davidson.
Navy Boys at the Big Surrender. Halsey Davidson.

In addition to this there are several new books in the *Joys of Childhood Series.*

Travelers: George Sully (Boston, Philadelphia, Chicago and all large cities east of St. Louis); Herman Kleinteich (Denver, west to the Pacific Coast); William H. Kleinteich (the South, Texas, Middle West, Middle Atlantic States and New England).

The Vir Publishing Co. in addition to its standard series of Stall's *Self and Sex* books and "God's Minute," plan to issue two new books this year. The company will be represented as usual by its president, L. M. Cross, who expects to leave about March 1 for a trip in the large cities of the East, Middle West and Pacific Coast.

W. J. Watt & Co. expect to publish "The Twenty-Six Clues," a detective story by Isabel Ostrander and "The Playground of Satan," a novel of Poland by Beatrice Baskerville. For later publication this spring their list includes new novels by Charles Neville Buck, Henry C. Rowland, Dana Coolidge and Douglas Grant.

Travelers: W. J. Watt (large cities of the East); Howard Watt (Middle West); W. W. Wachob (San Francisco and Pacific Coast).

The Whitman Publishing Co. has had an unusually successful year and with an increased selling force it looks forward to big business in 1919.

Travelers: S. E. Dorsey (East); John Stanton (Far West); Wm. Siegel (South); C. H. Van Vliet (Chicago and vicinity); S. E. Lowe (Middle West).

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Travelers: B. F. Hitchens (Western manager); John Fraser (sales manager); Elmer E. Jones; E. A. Merriam; W. O. Shepherd; Julius Meyer; and Rudolph G. Kornbau.

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Travelers: B. F. Hitchens (Western manager); John Fraser (sales manager); Elmer E. Jones; E. A. Merriam; W. O. Shepherd; Julius Meyer; and Rudolph G. Kornbau.

DEPARTMENT STORE BUYERS OF BOOKS

ALABAMA

Birmingham.—Loveman, Joseph, & Loeb. (Henry Baruch.)
Mobile.—Hammel D. G. Co. (B. Strauss.)
Montgomery.—Montgomery Fair. (Geo. W. Wolf.)

ARKANSAS

Fort Smith.—Boston Store D. G. Co. (Mrs. Gladys Davies.)
Little Rock.—Gus Blass Co. (Miss Mary Welch.)

CALIFORNIA

Berkeley.—I. F. Fink & Son.
Fresno.—E. Gottschalk & Co., Inc. (G. G. Oliver.)
Los Angeles.—Broadway Dept. Stores. (E. J. Moriarty.)
—Bullock's Dept. Store. (Miss J. Neely.)
—Beeman & Hender, Inc.—"The Baby Store." (Miss N. A. Hendee.)
—Faris Walker Co. (Mr. Conrad.)
—A. Hamburger & Sons, Inc. (E. H. Dart.)
—J. W. Robinson Co. (C. C. Parker.)
Oakland.—H. C. Capwell Co. (Smith Bros. Mrs. N. Gilkerson.)
—Kahn Bros. (O. Herschman.)
Sacramento.—Weinstock, Lubin & Co. (F. M. Folsom.)
San Francisco.—The Emporium. (Luther H. Cary.)
—Raphael Weill & Co., Inc. (Leon B. Archer.)
—City of Paris D. G. Co. (Miss Jacobs.)
—Hale Bros., Inc. (Mr. Haas.)
San Jose.—O. A. Hale & Co. (H. A. Berkuist.)

COLORADO

Denver.—Daniels & Fisher Stores Co. (Mrs. Oran C. Miller.)
—Denver D. G. Co. (Hugh Shields.)
—Golden Eagle D. G. Co. (Max M. Heller.)
—A. Lewis & Son D. G. Co. (Miss Olive M. Davis.)
Pueblo.—The Crews-Beggs D. G. Co. (Ernest Cooper.)

CONNECTICUT

Bridgeport.—Howland D. G. Co. (Mrs. Gill.)
—D. M. Read Co. (Miss J. R. Langshaw.)
Hartford.—Brown. Thomson & Co. (J. M. Rourke.)
—G. Fox & Co. (J. L. Engel.)
—Wise, Smith & Co. (Mr. Daffman.)
New Britain.—"The Fair."
New Haven.—The Edward Malley Co. (Miss Kathryn A. Davis.)
—Shartanburg & Robinson Co. (A. R. Womrath.)
New London.—The S. A. Goldsmith Co. (N. Dreyfus.)
—James Hislop & Co. (M. Hield.)
Norwich. — Porteous & Mitchell. (Mr. McGrath.)
—Reid & Hughes Co. (Mr. Smith).
Waterbury.—Curran Dry Goods. (Mr. Bannon.)
—Grieve, Bisset & Holland. (Wm. Bailey.)
—Reid & Hughes D. G. Co. (Mr. Burnham.)
Willimantic.—H. C. Murray Co. (Mr. Bath.)

DELAWARE

Wilmington.—Lippincott & Co. (Mr. Killen.)
—Snellenberg & Co.

DISTRICT OF COLUMBIA

Washington.—S. Kann, Sons & Co. (S. L. Nye.)
—Woodward & Lothrop. (F. E. Woodward.)

FLORIDA

Jacksonville.—The Covington Co.

GEORGIA

Atlanta.—M. Rich & Bro. Co. (F. A. Sherom.)
—J. M. High Co., Inc.
Brunswick.—Bennet Bros. (Louis Bennet.)
Savannah.—Leopold Adler. (Nat. Orovitz.)

ILLINOIS

Champaign.—W. Lewis & Co. (Herman Lewis.)
Chicago.—Boston Store. (Mr. Smith.)
—Butler Bros., Wholesalers. (G. M. Coy.)
—Carson, Pirie, Scott & Co. (Ralph B. Henry.)
—Marshall Field & Co. (Josephine Greene and Otto Ryerson.)
—Sol. Klein. (B. Warshawsky.)
—Sears, Roebuck & Co. (Geo. R. Bingham.)
—Mandel Bros.
—Rothschild Bros. (Western Book and Stationery Co.)
—"The Fair." E. F. Brewster. (Western Book and Stationery Co.)
—Montgomery Ward & Co. (Duke Hill.)
—W. A. Wieboldt & Co. (L. Lauritzen.)
Danville.—Emery Dry Goods Co. (C. G. Scott.
Decatur.—Lin & Sruggs D. G. Co. (B. L. Weaver.)
Elgin.—Ackermann Bros. August Ackermann.
Evanston.—Lord's, Inc. (Mrs. A. B. McCullough.)
Galesburg.—O. T. Johnson Co. (Mr. Hampton.)
Paris.—Jones Dry Goods Co. (W. Hoenig.)
Peoria.—Block & Kuhl Co. (Gus Meyers.)
—P. A. Bergner & Co. (Miss J. Applegreen.)
Rock Island.—L. S. McCabe & Co. (A. J. Forbes.)
—Young & McCoombs Co-operative Store Co. (Miss A. Kilpatrick.)
Rockford.—D. J. Stewart & Co. (Miss Nina McKibben.)
Streator.—D. Heenan Mercantile Co. (James A. Finlen.)

INDIANA

Bloomington.—The Wicks Co. (Otto Rott.)
Crawfordsville.—The George W. Graham. (G. D. Johnson.)
Elkhart.—H. B. Sykes Co. (Burt Sykes.)
Evansville.—Fowler, Dick & Walker. (James R. Duncan.)
Ft. Wayne.—Rurode D. G. Co. (Mr. Mills.)
—Steele-Meyers Co. (Miss M. M. Fry.)
—Wolf & Dessauer. (Louis S. Dessauer.)
—Beadell & Co., The People's Store. (Mr. Henry Beadell.)
Hammond.—Kaufman & Wolf. (Chas. P. Gruen.)

DEPARTMENT STORE BUYERS (*Continued*)

Indianapolis.—Pettis D. G. Co. (J. E. Keller.)
—L. S. Ayres & Co. (Miss Foster.)
—Block, Wm. H., Co. (Leo Schoen.)
Kokomo.—Thalman & Levi. (Mr. Levi.)
Lafayette.—Loeb & Hene Co. (Samuel M. Loeb.)
—W. H. Zinn Co. (G. B. Beadle.)
Muncie.—W. A. McNaughton Co. (J. E. Rhea.)
South Bend.—J. C. Ellsworth. (Miss Valentine.)
—Brandon, Durrell Co. (E. Hagey.)
Terre Haute.—A. Herz. (Miss Mayme Henry.)
Valparaiso.—J. Lowenstine & Sons. (G. S. Bartholomew.)

IOWA

Charles City.—The Ruste Co. (Miss Lillian Stewart.)
Davenport.—Harned & von Maur. (Miss I. Murray.)
—J. H. C. Peterson's Sons. (A. W. Crampon.)
Des Moines.—Younker Bros., Inc. (Albert Younker.)
—Wilkins Bros. Co., Inc. (V. A. Wilkins.)
—Harris-Emery Co. (Miss Ruth Eberhart.)
Ottumwa.—W. J. Donelan & Co. (Charles L. Bliley.)
—Roshek Bros. Co. (Miss Iola Neland.)
—J. F. Stampfer Co. (Frederick Stampfer.)
Sioux City.—Davidson Bros. Co. (R. W. Orcutt.)
—The Pelletier Co. (H. E. Timmin.)

KENTUCKY

Covington.—John R. Choppin Co. (Stewart & Kidd Co.)
Louisville.—The Stewart D. G. Co. (Mrs. Baxter.)
—J. Bacon & Sons. (Mrs. K. N. Brennan.)
—Kaufman Straus Co. (Z. Jacoby, Miss Jennie Borenstein.)
—Herman Straus & Sons Co., Inc. (Miss J. Levi.)

LOUISIANA

New Orleans.—Maison Blanche Co. (Miss Kate Connelly.)
—D. H. Holmes Co. (E. H. Pritchett.)

MAINE

Bangor.—Freese's. (A. L. Freese.)
—Wood & Ewer Co. (Miss Constantine.)
Lewiston.—B. Peck Co. (Miss Gertrude May.)
Portland.—Owen Moore & Co. (Mr. Philipps.)
—Porteous, Mitchell & Braun Co. (Miss Lillian Mason.)
—J. R. Libby Co. (Ralph G. Libby.)

MARYLAND

Baltimore.—A. A. Brager. (A. Stanley Brager.)
—A. Eisenberg. (Chas. Herman.)
—Hochschild, Kohn & Co. (J. J. Estabrook.)
—Stewart & Co. (Miss Elizabeth Conway.)
—Baltimore Bargain House, Wholesale. (B. W. Sebald.)

MASSACHUETTS

Beverly.—Almy, Bigelow & Washburn.
Brockton.—James Edgar Co. (S. E. Murray.)

MISS ELIZABETH N. PRALL
Manager of the Lord & Taylor Book Shop, New York

Prior to joining the Doubleday-Page staff as manager of that cosy book shop at Lord & Taylor's, Miss Pratt had a library training that fitted her admirably for her present post. The library spirit is an ideal one for the salesman to catch as the library trains for contact with the public who buy books, and who will gladly buy more books when they get intelligent service.

Boston.—Wm. Filene & Sons Co.
—Houghton & Dutton. (Rodney Foss.)
—Jordan, Marsh Co. (E. A. Pitman.)
—Murphy Bros. Co. (Mrs. M. A. Crowley.)
—Timothy Smith & Co. (H. F. Gouch.)
—R. H. White Co. (W. C. Everett.)
Fall River.—R. A. McWhirr Co. (H. J. Malony.)
Fitchburg.—Nichols & Frost. (J. H. Potter.)
Gloucester.—Wm. G. Brown & Co. (Wm. G. Brown, Jr.)
—Almy, Bigelow & Washburn.
Haverhill.—Mitchell & Co. (Miss G. W. White.)
Lawrence.—Reid & Hughes Co. (Mrs. Henderson.)
—A. B. Sutherland Co. (Mr. Curran.)
Lowell.—A. G. Pollard Co. (Jas. A. Burns.)
Lynn.—P. B. Magrane Store, Inc. (Jos. A. Magrane, Mr. O'Keefe.)
—Burrows & Sanford. (Walter Burrows.)
—T. W. Rogers Co. (Mr. Haskell.)
New Bedford.—New Bedford Dry Goods Co. (Mr. Potvin.)
North Adams.—Consolidated D. G. Co. (Mr. W. D. Buzzell.)
Northampton.—Consolidated D. G. Co. (Mr. Harriman.)

DEPARTMENT STORE BUYERS (*Continued*)

Pittsfield.—England Bros. (Miss C. Mannion.)
Salem.—Almy, Bigelow & Washburn. (Miss H. L. Barker.)
Springfield.—Forbes & Wallace. (Charles Beaman.)
—Meekins, Packard & Wheat. (A. R. Womrath.)
Worcester.—Barnard, Summer, Putnam Co. (Mrs. Fowler.)
—Denholm McKay Co. (Wm. J. Macmillan.)

MICHIGAN

Bay City.—Hawley D. G. Co. (S. C. Musial.)
Detroit.—Crowley, Milner & Co. (James S. Gleghorn.)
—Elliott-Taylor-Woolfenden Co. (J. L. Thorburn.)
—J. L. Hudson Co. (Mrs. A. S. Morris.)
Escanaba.—Fair Savings Bank Dept. Store. (J. N. Wolfstrom.)
Grand Rapids.—Chas. Trankla & Co. (H. G. Robertson.)
—Hazeltine & Perkins Drug Co. (J. H. Hagy.)
—Herpolsheimer Co. (Mrs. Averill.)
Jackson.—Glasgow Bros. (Mr. Edgar Glasgow.)
Kalamazoo.—J. R. Jones' Sons & Co. (W. O. Jones.)
—Gilmore Bros. (Miss Mary D. Garrison.)
Lansing.—The F. N. Arbaugh Co. (R. J. Powers.)
Port Huron.—J. B. Sperry & Co. (Mr. G. H. Bloom.)
Saginaw.—Wm. Barie D. G. Co. (L. A. Goodman.)
—M. W. Tanner Co. (L. W. Bixby.)
Traverse City.—Hannah & Lay Mercantile Co. (Fred C. Colyer.)

MINNESOTA

Brainerd.—H. P. Dunn.
Duluth.—I. Freimuth. (David G. Loewies.)
—Glass Block Store Co., Inc. (F. C. Deery.)
—J. J. Moe & Sons Co. (A. H. Moe.)
Hutchinson.—Braun's. (Henry Braun, Jr.)
Minneapolis.—The Dayton Co. (John N. Skinner.)
—Butler Brothers. Wholesalers. (W. G. Trecker.)
—L. S. Donaldson Co. (Miss L. H. Musgrove.)
—Powers Mercantile Co. (L. H. Wells.)
St. Paul.—"The Golden Rule," E. Higgins Co. (Mr. Brown.)
—The Emporium. (Miss F. J. McGrane.)
—Mannheimer Bros.

MISSOURI

Carthage.—Ramsay Bros. D. G. Co. (Mr. Fulford.)
Kansas City.—Jones Store Co. (A. M. Levy.)
—Geo. B. Peck D. G. Co. (P. A. McKenna.)
—Emery Bird Thayer D. G. Co. (C. B. Sefranka.)
St. Joseph.—Townsend, Wyatt & Wall D. G. Co. (E. J. Townsend.)
St. Louis.—Butler Bros., Wholesalers. (Wm. A. Cunningham.)
—"Famous & Barr" Co. (P. J. Sefranka.)
—Scruggs, Vandevoort & Barney. (Mrs. M. E. Kremp.)
—Stix, Baer & Fuller D. G. Co. (Edwin I. Hyke.)

NEBRASKA

Hastings.—Stein Bros. Co. (A. E. Hunter.)
Lincoln.—Miller & Paine. (J. H. Willis.)
—H. Herpolsheimer Co. (P. R. Elliott.)
Omaha.—J. L. Brandeis & Sons. (W. A. Holland, care of Western B. & S. Co.)
—Hayden Brothers. (E. Higgins Co.)
—Thos. Kilpatrick Co. (Robert Cowell.)

NEVADA

Reno.—Gray, Reid, Wright Co. (Miss Ethel Leach.)

NEW JERSEY

Atlantic City.—Braunstein-Blatt Co. (D. Braunstein.)
Asbury Park.—Steinbach Co. (Miss B. McIntyre.)
Camden.—Munger & Long. (W. M. Kneisel.)
Long Branch.—Jacob Steinbach. (Miss White.)
Newark.—L. Bamberger & Co. (Miss M. Hancock.)
—Hahne & Co. (W. J. Schwartz.)
Paterson.—Meyer Bros. (J. L. Samuels.)
—Quackenbush & Co. (F. A. Orr.)
Perth Amboy.—Reynolds Bros. (G. F. Reynolds.)
Plainfield.—A. E. Force & Co. (A. E. Force.)
Summit.—W. H. Rogers.
Trenton.—S. P. Dunham & Co. (Mrs. Schultz.)
West New York.—E. Kruger. (Mr. Dwyer.)
Westfield.—F. H. Schaefer & Co. (Mr. Moore.)

NEW YORK

Albany.—W. M. Whitney & Co. (Miss Hartman.)
—John G. Meyers Co. (Mrs. H. F. Reilly.)
—Waldman Bros. (Mrs. C. E. Browne.)
Auburn.—Foster, Roso & Co. (Clarence Kienst.)
Binghamton.—Fowler, Dick & Walker. (Miss Harriet B. Mason.)
—Hills, McLean & Haskins. (Miss Mack.)
Brooklyn.—Abraham & Straus. (Ralph W. Leonard.)
—H. Batterman Co. (C. J. Bernard.)
—The McCormack Store. (Miss G. Smith.)
—Levi Bros. & Co. (George W. Hirsch.)
—Frederick Loeser & Co. (L. A. Keating.)
—Price & Rosenbaum. (Mr. Kronig.)
Buffalo.—Adam, Meldrum & Anderson Co. (Henry J. Simons.)
—J. N. Adam & Co. (Miss H. J. Hall.)
—The Wm. Hengerer Co. (Miss T. J. Cummings.)
Corning.—Wing & Bostwick. (Mr. Smith.)
Elmira.—Sheehan, Dean & Co. (Mr. Charles Dean.)
Gloversville.—Argensinger Co., Inc. (W. A. Dockstader.)
—Martin & Naylor. (Mr. Strong.)
Ithaca.—Rothschild Bros. (Leon D. Rothschild.)

DEPARTMENT STORE BUYERS (*Continued*)

Jamestown.—Jones & Audette. (C. L. Audette.)
—A. C. & C. A. Anderson Co.
—Abrahamson & Bigelow Co. (Bert Hugh.)
New Rochelle.—Ware's Department Store. (W. R. Randall.)
Newburgh.—John Schoonmaker & Son. (F. A. Munger.)
Mt. Vernon.—Genung-McArdle & Campbell. (Mr. Genung.)
New York City.—Adams Fanigan Co. (Mr. Charles Cross.)
—Barnett Bros. (Miss M. McLoughlin.)
—Best & Co. (Miss Dorothy E. Smith.)
—Bloomingdale Bros. (Miss M. Perks.)
—L. M. Blumstein, 125th St. (Mr. Mahrer.)
—Butler Bros., wholesalers. (Henry Gerlach, jr.)
—John Daniell, Sons & Sons. (Mrs. Jeannot.)
—Gimbel Brothers. (Miss Alice M. Dempsey.)
—James A. Hearn & Son. (Miss Grady.)
—H. C. F. Koch & Co. (Miss Belle C. Morris.)
—The Lord & Taylor Book Shop. (Miss Prall.)
—R. H. Macy Co. (Miss Grace Gaige.)
—A. Neuhaus & Co., 466 Columbus Ave. (Miss Semple.)
—Francis Rogers & Son. (Mrs. S. Evans.)
—Rothenberg & Co. (H. J. Palmer.)
—James R. Senior, Inc. (Roy M. Senior.)
—Stern Brothers. (Miss Uhlenbush.)
—Syndicate Trading Co., wholesalers. (W. H. Arnold.)
—John Wanamaker. (Frank S. Smyth.)
Niagara Falls.—Jenss Bros. (Ernest Jenss.)
—Niagara D. G. Co. (Mr. Fischer.)
—Beir Bros. (T. S. Beir.)
Peekskill.—Berger's Dept. Store.
Pougskeepsie.—Luckey, Platt & Co. (G. Gill.)
—Wallace Co. (Miss Mallaley.)
Ogdensburg.—Nathan Franks Sons. (Leo. Frank.)
Oneonta.—Oneonta Dept. Store. (L. Breeze.)
Oswego.—Geo. H. Campbell & Co.
Rochester.—E. W. Edwards & Son. (Mrs. Sutherland.)
—Burke, Fitzsimmons, Hone Co., Inc. (Edward Toole.)
—Duffy-Power Co. (Scrantom, Wetmore & Co.)
—McCurdy Robinson Co. (Edwin Noel.)
—Sibley, Lindsay & Curr Co. (R. G. Powers.)
Rome.—F. E. Bacon Co. (Miss Edith Murray.)
Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)
—The Boston Store. (Edw. Hooley.)
—The Wallace Co. (F. E. Ginster.)
Syracuse.—E. W. Edwards & Son. (Miss Sara Steinberg.)
—Chappell-Dyer Co., Inc. (W. A. Dyer.)
—Dey Bros. & Co. (John B. Murphy.)
—The Hunter, Tuppen Co. (Charles F. Tuppen.)
—H. G. Stone. (Walter R. Stone.)
Troy.—Wm. H. Frear & Co. (Richard V. Page.)
Utica.—A. S. & T. Hunter. (C. A. Vencill.)
—John A. Roberts & Son. (A. R. Womrath.)
—Robert Fraser. (J. T. McDermott.)
Watertown.—Frank A. Empsall & Co. (Mr. Jay.)
Yonkers.—Marshall-Matheson Co. (N. S. Adler.)

OHIO

Akron.—The M. O'Neil Co. (William E. Glass.)
—C. H. Yeager Co.
Canton.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)
Cincinnati.—Alms & Doepke Co. (Miss E. Martin.)
—Hanke Bros. Co. (R. L. Davis.)
—The Fair Co. (Miss Ada L. Flynn.)
—Geo. W. McAlpin Co. (Miss Elmer Mayhill.)
—H. & S. Pogue Co. (Stewart & Kidd.)
—John Shillito Co. (Western Book and Stationery Co., Chicago.)
Cleveland.—Halle Brothers Co. (Miss V. S. Hutchinson.)
—Higbee & Co. (Miss Ella Valentine.)
—The May Co. (J. E. Williams.)
—John Meckes Sons Co. (W. Meckes.)
—The Stern Co. (Miss Hannah Reich.)

JAMES M. DEWOLFE
Buyer for DeWolfe, Fiske & Co., Boston

JAMES M. DEWOLFE graduated from Harvard in 1904 and started at once with his father to learn the business. He served time in both the wholesale and retail departments and is now buyer of new books. His house is ranked as one of the biggest buyers in the best book town in America for its size, and the boys on the road esteem him greatly for his courteous and liberal consideration when they call for orders.

DEPARTMENT STORE BUYERS (Continued)

Columbus.—Columbus D. G. Co. (R. H. Schnept.)
Dayton.—Elder & Johnston Co. (Fred Fleischauer.)
—Rike-Kumler Co. (Miss Mary E. Cummings.)
Hamilton.—Robinson-Schwenn Co. (Fred Zimmerman.)
Middletown.—The John Ross Co.
Norwalk.—C. F. Jackson Co. (Mr. Jackson.)
Portsmouth.—Anderson Bros. Co. (E. C. Hood.)
Sandusky.—Herb & Meyers Co. (Mr. MacMillan.)
Sidney.—The Thedieck Dept. Store.
Springfield.—The Edw. Wren Co. (C. J. Weichel.)
Toledo.—W. L. Milner & Co.
—Tiedtke Bros. Store. (J. M. Friedlander.)
—La Salle & Koch Co. (The E. Higgins Co.)
—Lion Dry Goods Co. (Mrs. E. H. Hubbard.)
Youngstown.—G. M. McKelvey & Co. (George Holsinger.)

OREGON

Portland.—Meier & Frank Co. (Vivian P. Cooley.)
—Olds, Wortman & King. (Mrs. J. W. Poince.)
Salem.—Patton Bros.

PENNSYLVANIA

Allentown.—Hess Bros. (Mrs. M. Goeppel.)
—H. Leh & Co. (Lillian Snyder.)
—Zollinger-Harnard Co. (W. C. Harned.)
Altoona.—Wm. F. Gable & Co. (D. P. Miller.)
—Klein Bros.
Charleroi.—J. W. Berryman & Son.
Easton.—Bush & Bull Co. (Miss Florence Waite.)
—Wm. Laubach & Sons. (Charles M. Laubach.)
Erie.—Erie Dry Goods Co. (Miss M. E. Reed.)
—Trask, Prescott & Richardson.
Danville.—P. C. Murray & Son.
Jeannette.—Ely Bros. (Mr. John Ely.)
Harrisburg.—Dives, Pomeroy & Stewart. (L. V. Harvey.)
Johnstown.—Penn Traffic Co. (Roland A. Gibson.)
Lancaster.—Leinbach & Co. (Charles Wagner.)
—The Donovan Co. (Miss Helen M. Strine.)
—Watt & Shand. (Edward G. Ebly.)
Philadelphia.—Gimbel Bros. (Benedict Freud.)
—Lit Bros. (Miss K. A. Callan.)
—N. Snellenburg & Co. (Edward Hugele.)
—Strawbridge & Clothier. (Fred F. Mattison.)
—John Wanamaker. (Walter H. Cox.)
Pittsburgh.—Boggs & Buhl, Inc. (A. K. Betteridge.)
—Joseph Horne Co. (J. C. Kemp.)
—Kaufman & Baer Co. (Western Book and Stationery Co.)
—Kaufman's. (Wm. McGhee.)
Pittston.—Gompertz Dept Store. (Mr. Asherbrand.)
Reading.—Dives, Pomeroy & Stewart. (C. C. Chrismer.)
Ridgway.—Smith Bros. Co.
Scranton.—Scranton D. G. Co. (Mrs. Alice Kinney.)
Wilkes-Barre.—MacWilliam's. (Miss Loretta Dettes.)
—Fowler, Dick & Walker. (Thomas F. Hefferman.)
Williamsport.—Bush & Bull Co. (J. T. O'Brien.)

RHODE ISLAND

Newport.—The King McLeod Co. (J. H. Barrett.)
—Wm. Leys D. G. Co.
Providence.—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)
—The Shepard Co. (Mrs. L. Brinkerhoff.)

TENNESSEE

Chattanooga.—Miller Bros. Co. (I. C. Seiving.)
Knoxville.—Anderson Dulin-Varnell Co. (Mr. Van Campon.)
—Caldwell Edington Dept. Store. (E. E. Caldwell.)
—M. M. Newcomer Co. (Mr. Cory.)
Memphis.—J. Goldsmith & Sons Co. (David S. Levy.)
Nashville.—Castner-Knott D. G. Co. (S. K. Welburn.)
—Lebeck Bros. (Hugh Ogilvie.)

TEXAS

Austin.—E. M. Scarbrough & Sons.
Dallas.—Sanger Brothers. (Miss B. Praeger.)
Ft. Worth.—The Fair. (L. W. Bevan.)
Galveston—Mistrol & Adove.
Houston.—W. C. Munn Co., Inc. (J. H. Hill.)
San Antonio.—Wolff & Marx Co. (A. F. Dugosh.)
—Joske Bros. Co. (Miss D. Schmieding.)

UTAH

Salt Lake City—Walker Bros. D. G. Co.
—Keith-O'Brien Co. (T. R. Byrne.)

VERMONT

Burlington.—Combination Cash Store Co. (A. W. Gorton.)
Montpelier.—The McCuen Store. (Miss Jerome.)

VIRGINIA

Newport News.—Meyer Bros., Inc. (Miss Bessie McAlpin.)
Norfolk.—Miller, Rhoades & Swartz, Inc. (Wm. Schneer.)
—Watt, Rettew & Clay, Inc.
Richmond.—Miller & Rhoades, Inc. (Miss Luella Duzan.)
—The Cohen Co., Inc.

WASHINGTON

Seattle.—The Bon Marché. (Miss Anna Palm.)
Tacoma.—Rhodes Bros., Inc. (Edward I. Chamberlain.)
Walla Walla.—Hanger & Thompson.

WEST VIRGINIA

Fairmont.—J. M. Hartley & Son.
Parkersburg.—H. I. Boreman & Co.
Wheeling.—Stone & Thomas. (Mrs. A. J. Hamilton.)
Huntington.—Deardorff-Sisler Co. (Miss Inez Jordan.)

THE TRAVELERS OWN ALPHABET

A is for Alec, that well-fed McKay,
A pretty shrewd Scotchman with few words to say.

B is for Berger, the book-trade's own Adam,
When he tried to sell Boston he sure thought he had 'em.

C is for Crowder, tall, smiling and bland,
He carries a score of good lists in each hand.

D is for Doc, beloved of all.
How they'll miss his rare bow and his quaint Southern drawl.

E is for Earl, demure little Pliny.
When he's out with Gene Porter his orders aren't skinny.

F is for Desmond FitzGerald, good scout,
That he's strong on the blarney you're sure to find out.

G is for Geer, or for Gehrs if you please,
But no low gear performance in either of these.

H is for Heikel who throws a fake huff,
When the orders they pass him don't seem big enough.

I is I. Ottenheimer, hard name for a poem,
Shrewd trader but straight, they say, those who know him.

J is for Joe, very few call him green,
In a few favored cities our Joe may be seen.

K is for Kinsey, with his fine noble frown,
'Twould be a brave buyer who'd dare turn him down.

L is for Lee. It's now Reilly and Bill,
And pugnacious Sam Darst is selling there still.

M is for Minton, who thinks much of looks,
'Tis whispered about that his clothes come from Brookes.

N is for Nunan, with his nice crooked smile,
In selling "glad" stuff he's them all beat a mile.

O's for O'Connell, our Congressman smart.
He can out-Kleiser Kleiser—just give him a start.

P is for Porter, who now is in clover,
"Four Horsemen" has certainly put his house over.

Q is a question, I haven't a cue
Of whom to write here, so I'll leave that to you.

R is for Robert, an author of note,
Only Empey himself knows how much he wrote.

S is for Savage, whose scarf pins are noted,
Of late his whole time's been to Mable devoted.

T is Tom Clagget who travels for Lipp.
The best pinochle hand you'll meet in a trip.

U's Uncle Jasper, who makes round on round,
They don't give that fellow enough time to sit down.

V is for Vass who comes out for L. B.
But good old friend Andrew is vas-ter than he.

W's for Winter, where health and pep mingle,
There are many young ladies want to know if he's single.

X is an xtra, so let's slip Phil in,
To leave out that gay Grosset would be a real sin.

Y is "Young" Holt who has stirred up McBride.
He'll get good results when into full stride.

Z is for Ziegler, who's unknown to me,
But there's no other name that can fall under zee.

& then there are others, some worse ones, some better,
But I promised to send in only one to each letter.

OLD SUBSCRIBER.

MAKING GOOD IN THE NEW ERA

A Page of Ideas and Suggestions for the Retail Bookseller

Selling the Better Goods

In every field of retail selling the merchant endeavors to size up the price levels of the goods that he can best sell to his customers and tries to suit the stocks to that level. Usually this sense of price level is in the successful store, gauged with accuracy but often it is discovered that people *will* buy better goods if they are on hand and if the salespeople have learned to *expect* results from showing the higher priced goods.

Stores that have felt that their trade wanted five dollar dictionaries only have often waked up to the fact that many of these sales could have been fifteen or twenty dollars just as well. Salesmen who had an ingrained feeling that sixteen fifty was about all anyone should think of paying for a set of Dickens (it is all that they personally could pay) have discovered that many people were better pleased to acquire editions that cost several times that amount. There is something about the feeling of a fine morocco on a Bible that makes many people quite happy in buying the best and they might have lost that lifelong satisfaction if the salesman had shown only the dollar eighty-five variety.

Good salesmanship demands that customers should be sold the best books that they can afford to buy. There is a joy in owning the well made book that the bookseller should encourage in every way.

A School of Booksellers at Boston

The Boston Booksellers' Association has inaugurated a Booksellers' School and the first meeting was held at Ballou Hall, 359 Boylston St., on Thursday, February 6th, at seven o'clock.

The meeting (which will be reported more fully in our next issue) was introductory to a course of nine weekly lessons, and is as a possible preface to an advanced course or courses next fall.

Mr. B. W. Huebsch addressed the meeting, and the plan of the series promises instruction by Miss Mary Hopkins, Director of the Department of Education, Jordan, Marsh & Co.; Miss Danning, Assistant Director of Department of Education, R. H. White & Co.; Miss Marie Josephine Byrne, Boston School of Public Speaking; and Harold Marshall.

Health Books

Many booksellers report an increase in the demand for health books caused by the epidemic and also by the wide discussion of health problems in the public press and by the scarcity of professional nurses. It is up to the bookseller to see that the books he recommends are the best in their fields so that public confidence in the bookstore shall be further entrenched.

For the Bookstore's Reference Shelf

The publication by G. P. Putnam's Sons of the second volume of the Cambridge History of American Literature emphasizes the value of this great work for the bookseller's own reference shelf, and the third and completing volume will be looked forward to with equal interest.

Besides its thoroness as a work of reference and its very adequate index, there are over 200 pages of bibliographies that will be invaluable to the bookseller. These bibliographies cover not only the bound works with the dates of first issue and of collected sets, but also cover periodical material.

Some of the especially interesting chapters in Volume 2 are "Books for Children" by Algernon Tassin, "The Short Story" by Fred Lewis Pattee, "Dialect Writers" by C. Alphonso Smith; "Early Humorists" by Will D. Howe; "Magazines, Annuals and Gift Books, 1783-1850" by William B. Cairns. The bibliographies on such subjects are extremely useful.

Chris Morley wants to know who is to write the great twentieth century poem on "Double Crossing the Bar."

Recent Motion Pictures Based on Published Books

These pictures have been selected for listing by the National Board of Review of Motion Pictures.

"Mind the Paint" Girl, The, 6 reels, Vitagraph. Star—Anita Stewart.
A Western music hall comedy drama adapted from Pinero's play of the same name.

Divorcee, The, 5 reels, Metro. Star—Ethel Barrymore.
A brilliant screen version of "Lady Frederick," the English society comedy-drama by W. Somerset Maughan, which was one of Miss Barrymore's stage successes.

Enchanted Barn, The, 5 reels, Vitagraph. Star—Bessie Love.
Photoplay romance adapted from the novel of the same name by Grace Livingston Hill Lutz.

Sign of the Cross, The, 4 reels, Famous Players-Lasky: Success Series (reissue). Star—William Farnum.
A tragedy of the early Christian era, adapted from Wilson Barrett's well known stage play.

Venus in the East, 5 reels, Famous Players-Lasky: Paramount. Star—Bryant Washburn.
Wallace Irwin's entertaining story of a Westerner in New York, now presented in motion pictures.

Secret Garden, The, 5 reels, Famous Players-Lasky: Paramount. Star—Lila Lee.
Fances Hodgson Burnett's novel of English country life turned into a motion picture.

Virginian, The, 5 reels, Famous Players-Lasky: Success Series (reissue). Star—Dustin Farnum.
Notable screen version of Owen Wister's novel of same name.

THE TRAVELING SALESMAN

To those who travel by day and by night, thru fair weather and foul, who carry more than a man's load of worry and anxiety in hoping for large orders and getting none, and who struggle for the fit explanation of "Why not" to the publishing house they support —Greeting. This is your number of PUBLISHERS' WEEKLY *and fittingly so.*

Tribute should be paid you more often both at home and abroad for the great services you render to all concerned. The publisher and the bookseller alike rely upon you and the double duty that you perform is no easy task.

The bookseller is fully appreciative of the service you render, for upon you he relies very largely for guidance in buying the most elusive of all merchandise. The American Booksellers' Association, and surely all booksellers, extend to every traveling salesman the very best and most sincere wishes with the hope that this mutual relation of good-fellowship and aid will grow stronger each day to the great advantage of all.

The "Reconstruction" Convention of the American Booksellers' Convention will be held in Boston May 13, 14, 15. Every traveling salesman who can, should be there, so try to come.

AMERICAN BOOKSELLERS' ASSOCIATION,
Charles E. Butler, President, 225 Fifth Avenue, New York.

BOOK TRADE ASSOCIATIONS

Boston Booksellers' League

The January meeting of the League on the 23rd was acclaimed one of the most successful gatherings ever held. The speakers were Major Carrol Swan, author of "My Company," and Mrs. Larz Anderson, author of "Zigzagging."

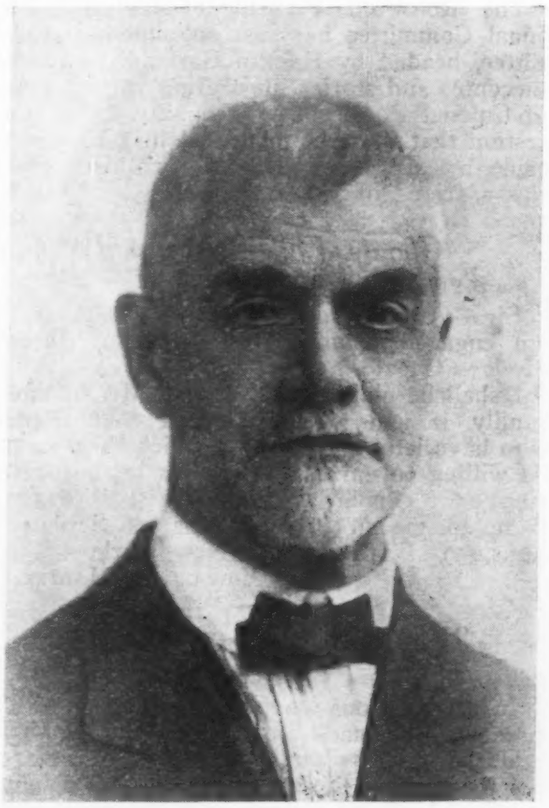
Annual reports were presented and Mr. V. M. Schenck was elected to another term of the presidency.

Dinner Night of the Women's National Book Association

The first of the two yearly dinners of the Women's National Book Association was held at the Aldine Club on Thursday evening, January 31st, about 100 members and guests being present. The guest of honor was Kate Douglas Wiggin, who read most delightfully an account of her meeting when a child with Charles Dickens. Her sister, Nora Archibald Smith, retold most pleasingly an old Hindoo myth about the creation of woman; Miss Helen Scott, of London, gave some very beautiful original dances to the music of Greig's "Peer Gynt"; Margaret Widdemer, whose several volumes of poems are well known to all, read some of her favorite selections; and Mrs. Ida C. Bailey Allen, domestic economist, who has been lecturing for the government on food conservation and is now connected with the *Pictorial Review*, spoke on "The Professional Woman and Her Home." The success of the evening may be judged from the fact that its end found the organization the better for a large number of new members. Lest there be some who do not know, the organization extends an invitation to join to all interested in books, even to the sympathetic reader. Full reports of the meetings are sent to out of town members.

At Pittsburgh

The Pittsburgh Booksellers' and Stationers' Association will hold its annual banquet on Tuesday evening, February 25th, in the William Penn Hotel. It will be in charge of the Stationery Salesmen.



HENRY S. HUTCHINSON
Bookseller, New Bedford, Mass.

HENRY S. HUTCHINSON is a New Bedford man clean back to the year in which he was born there 1865. He succeeded to the business established by his father, Sylvander Hutchinson, in 1864. Its development, due to intelligent management, has been sure and steady, and has made several removals necessary in order to keep pace with the increase. Mr. Hutchinson is an enthusiastic yachtsman, having held for several years the position of vice-commodore of the New Bedford Yacht Club.

"THE 100 most important books and files relating to the Hawaiian Islands" is a leading article by Vaughn McCaughey in the current number of the Bulletin of Bibliography. In view of the present interest in South Sea literature the list will be valued by collectors.

CHANGES IN PRICE

THE A. S. BARNES COMPANY

Running the River, Eggleston, $1.50 now $1.65.

ALFRED A. KNOPF.

The Three Black Pennys by Joseph Hergesheimer, $1.60 now $1.75

Gold and Iron by Joseph Hergesheimer, 1.60 now 1.75

The Dead Have Never Died by Edward C. Randall, 1.60 now 1.75

Zella Sees Herself by E. M. Delafield, 1.50 now 1.60

The War Workers by E. M. Delafield, 1.50 now 1.60

The Mainland by Grant Watson, 1.60 now 1.75

Where Bonds Are Loosed by Grant Watson, 1.60 now 1.75

The Buffoon by Louis U. Wilkinson, 1.60 now 1.75

A Chaste Man by Louis U. Wilkinson, 1.60 now 1.75

The City of Discreet by Baroja, 1.60 now 1.75

Four Plays by Augier, 1.60 now 2.00

THE SUNWISE TURN.

The Dance of Siva by Coomaraswamy, $2.50, now $3.00

A Night at an Inn by Dunsany, 50c now 75c

Roosevelt Book as Memorial Aid

The Roosevelt Permanent Memorial National Committee has just appointed a committee, headed by Hamlin Garland, to collect anecdotes and stories illustrating various sides of Colonel Roosevelt's personality. The suggestion that these be published in a book was made by Mr. Garland, who for thirty years was a friend of Roosevelt.

Choate Letters Wanted

Editor, PUBLISHERS' WEEKLY:

Sir:—At the request of Mrs. Choate, I am engaged upon the biography of Joseph Hodges Choate.

I shall be obliged, and so will Mr. Choate's family, if you will give notice that friends who have letters from him, which they would be willing to entrust to me for my information or for publication, are invited to send them to me in care of Charles Scribner's Sons, 597 Fifth Avenue, New York.

EDWARD S. MARTIN.

The Most Advertised Book

Editor, PUBLISHERS' WEEKLY:

In the various comments that are, from time to time, made on advertising campaigns and their effects on book sales, it seems to me that one of the most persistent and long-continued efforts fails to get commented on. To assume that Ibanéz or Harold Bell Wright has been the subject of the most extensive advertising is to forget the publicity expended on Frederick Fanning Ayer. It was years ago (the United States Catalog says only eight, but it seems longer) that the advertisements for Bell & Wing began to appear. It has kept up steadily ever since, as I am reminded by seeing it in the *Times* of January 27th, occupying about seventy-five dollars' worth of space. Altho a bookseller, "I have never seen this book and I never hope to see one." For some time I thought the title was "Buck & Wing" and conceived rather a curiosity about its contents. When I had corrected this impression I watched the advertising for some years, thinking that the *American* reviewers might begin to be quoted instead of the *English* authorities, but the only change in the "copy" was to put the word *"English"* in larger type, seeming to indicate that the American reviewers had failed to respond.

Many booksellers, like myself, can probably repeat this advertisement by heart: "This mountain-nest of verse, — these supernal flights of song." I have never looked up supernal in the dictionary, but confess that it sounds well.

When the London *Academy* confesses that the book is "exciting and fascinating," it seems to put the volume in the class with Conan Doyle. When the *World Wide Bureau* said "it gives us hours of reading," it seems to become classed with Stevenson's "Home Book of Verse."

Whatever the volume may be, there is a certain fascination about watching for these ever-recurring advertisements. There is evidently no bottom to the pocketbook that is paying for them.

I never hope to read the book nor handle it for my customers, but for the sake of the literary supplements, I cannot wish that the advertising would cease even tho the campaign stands as a demonstration that space alone will not sell books.

N. E. BOOKMAN.

Personal Notes

MR. AND MRS. JAMES T. WHITE celebrated their golden wedding on January 28th at their home in West 122nd St., New York. The house of James T. White & Co. was founded in San Francisco in 1873, and moved to New York in 1886. The son, Derby White, is now manager of the business, whose most famous undertaking has been the Encyclopedia of American Biography.

JAMES M. PIPER, the famous Boston book-salesman, with Charles E. Lauriat & Co., has just celebrated his 91st birthday, and is still as actively and enthusiastically busy with bookselling as ever.

Obituary Notes

WILLIAM MICHAEL ROSSETTI died in London on February 6. He was the son of Gabriel Rossetti, author and professor of Italian in King's College, London, and was himself the author of several biographical works on famous poets, and the editor of many books of poems among them those of Shelley, Blake, Dante and Christina Rossetti.

Business Notes

PHILADELPHIA, PA.—On account of removal of his business to New York, Nicholas L. Brown will suspend shipments for a few days. Communications should be addressed to 5 West 50th Street, New York.

BANGOR, ME.—James S. Stevens has purchased the E. F. Dillingham business.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.) Fe. (48mo: 10 cm); sq., obl., nar., designate square, oblong, narrow.

Allyn, Rose, comp.
Fairy tales; il. by C. M. Burd [and] Violet Moore Higgins. 126 p. col. pls. nar. O [c. '18] Chic., Stanton & Van Vliet Co. [501 Plymouth Pl.] bds. 75 c.

American Academy of Political and Social Science
A reconstruction labor policy. 25+211 p. O (Annals) c. Phil., Am. Acad. of Political and Social Science, 36th St. and Woodland Ave. pap. $1

Bacon, Benjamin Wisner
The fourth Gospel in research and debate; a series of essays on problems concerning the origin and value of the anonymous writings attributed to the apostle John. [2d ed.] 12+544 p. O '18 c. New Haven, Ct., Yale Univ. $1.50 n.

Barrington, Sir Jonah
Recollections. 485 p. por. D (Lib. of Irish literature) '18 N. Y., Stokes. $1.20 n.

Beatty, Albert James
Corporation schools. 152 p. diagr. D (School and home education monographs) '18 Bloomington, Ill., Public Sch. Pub. $1.25

Beazley, Charles Raymond, and others
Russia from the Varangians to the Bolsheviks; with an introd. by Ernest Barker. 24+601 p. (3½ p. bibl.) maps (part fold.) fold. tab. D N. Y., Oxford Univ. $4.25 n.
Corrected publisher.

Beerbohm, Max
The happy hypocrite; il. by George Sheringham. De luxe ed. 70 p. col. pls. Q [n. d.] N. Y., J. Lane. $7.50 n.

Bindloss, Harold
The buccaneer farmer. 337 p. front. D [c. '18] N. Y., Stokes. $1.50 n.
Story centering about the career of an English gentleman farmer who has romantic adventures in the Caribbean including a share in a Central American revolution.

Bower, William Clayton
A survey of religious education in the local church. 15+177 p. (4¾ p. bibl.) D (Principles and methods of religious education) [c. '19] Chic., Univ. of Chic. $1.25 n.
Author is professor of religious education, Transylvania College and the College of the Bible, Lexington, Kentucky.

Bradley, William Aspenwall
Dutch Landscape etchers of the seventeenth century. 15+128 p. il. D '18 c. New Haven, Ct., Yale Univ. $2
Deals with all of the more important and many of the minor men of the period, with the exception of Rembrandt.

Brand, Alfred
The infernal masculine; and other comedies. 106 p. D '18 c. Bost., Cornhill Co. bds. $1.25 n.

Bryce, James Bryce, viscount
Bryce on American democracy; selections from "The American commonwealth" and "The hindrances to good citizenship"; ed. by Maurice Garland Fulton. 25+388 p. front. T (Macmillan's pocket classics) c. N. Y., Macmillan. 32 c.

Abbott, Austin
Trial evidence. The rules of evidence applicable on the trial of civil actions, including both causes of action and defenses at common law, in equity and under the codes of procedure. 3d ed., rev. and enl. by James MacGregor Smith and John Kenneth Byard. 3 v. O N. Y., Baker, Voorhis & Co. $22.50

Annotated cases, American and English; containing the important cases selected from the current American, Canadian and English reports; thoroughly annotated. Ann. cas. 1918 D; 1918 E. 1278; 1322 p. San Francisco, Bancroft-Whitney Co., 200 McAllister St. Northport, L. I., E. Thompson Co. ea. $5

Bastin, Edson Sunderland, and Laney, Francis Baker
The genesis of the ores at Tonopah, Nevada. 50 p. il. pls. figs. Q (U. S. Geol. Survey professional pap. 104) Wash., D. C., Gov. Pr. Off. pap.

Berry, Edward Wilber
The fossil higher plants from the Canal zone. 15—44 p. pls. O (U. S. National Museum bull. 103) '18 Wash., D. C., Gov. Pr. Off. pap.

Bock, Carl August
History of the Miami flood control project. 194 p. fold. front il. O (Technical report, pt. 2) Dayton, O., Miami Conservancy District. pap. 50 c. n.

Book, William Henry
Sermons for the people. 203 p. D '18 c. Cin., Standard Pub. $1.25

Brown, Haydn
Advanced suggestion (neuroinduction). 350 p. D N. Y., Wood. $2.50 n.

Bruguiere, Francis
San Francisco. 61 p. il. Q '18 San Francisco, H. S. Crocker Co., 565 Market St. $1.50

Burroughs Adding Machine Co., Detroit
Table of reciprocals of numbers from 1 to 10000, arranged especially for the convenience of operators of the Burroughs calculator. 31 p. Q [c. '18] [Detroit, Mich., Burroughs Adding Machine Co.] $1.50

California. District Cts. of Appeal
Repts. (R. V. Whitney). v. 35. 921 p. San Francisco, Bancroft-Whitney. $3

Camp, Frank Bernard
Rhymes in khaki. 65 p. D '18 c. Bost., Cornhill Co. bds. $1 n.

Canright, Dudley Marvin
Life of Mrs. E. G. White. 291 p. D c. Cin., Standard Pub. $1.50

Cobb, Irvin Shrewsbury
Eating in two or three languages. 64 p. pls. D [c. '19] N. Y., Doran. bds. 60 c. n.
Humorous description of months of rationing in England and France.
The escape of Mr. Trimm; his plight and other plights. 7+279 p. pls. D (Popular copyrights) [c. '10-'13] N. Y., Grosset & Dunlap. 75 c.

Congreve, Rev. George
Treasures of hope for the evening of life. 223 p. D '18 N. Y., Longmans. $2 n.
Thoughts on happiness and hope in Christian old age.

Corcoran, Capt. A. P.
The daredevil of the army; experiences as a "buzzer" and despatch rider. 14+206 p. D [c. '18] N. Y., Dutton. $1.50 n.
Account of the courage and efficiency of the field telegraph operators and despatch riders in the re cent war.

Cowing, Kemper F., and Cooper, Courtney Ryley, comp. and ed.
"Dear folks at home——"; the glorious story of the United States marines in France as told by their letters from the battlefield; with il. by Morgan Dennis. 19+288 p. pls. O c. Bost., Houghton Mifflin. $2 n.
Collection of letters written by U. S. marines and telling of their experiences from their training thru the fight at Belleau Wood and Chateau Thierry.

Crawford, James Pyle Wickersham
First book in Spanish. 399 p. D (Macmillan Spanish ser.) '18 c. N. Y., Macmillan. $1.20

Crockett, Charles Winthrop
Mathematical review. Arithmetic, algebra, geometry. 110 p. S [c. '18] Troy, N. Y., Rensselaer Polytechnic Institute. 75 c.

Curtis, Lionel
Letters to the people of India on responsible government. 20+211 p. D '18 N. Y., Macmillan. $1.75 n.

Dawson, Coningsby William
The glory of the trenches; an interpretation; with an introd. by his father, W. J. Dawson. 141 p. por. D (Popular copyrights) [c. '17-'18] N. Y., Grosset & Dunlap. 75 c.

De Varila, Osborne
The first shot for liberty; the story of an American who went over with the first expeditionary force and served his country at the front. 223 p. pls. por. diagr. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap. 75 c.

Dodge, Henry Irving
Skinner's baby. 243 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap. 75 c.

Dwerryhouse, Arthur Richard
Geology. 7+301 p. il. O (Romance of reality ser.) '18 N. Y., Stokes. $2 n.

Dyke, Andrew Lee
Dyke's automobile and gasoline engine encyclopedia. 9th ed. 940 p. il. O St. Louis, A. L. Dyke, Granite Bldg. $4 n.; leath. $7

Edwards, William Joseph
Twenty-five years in the black belt. 143 p. D '18 c. Bost., Cornhill Co. $1.50 n.
Autobiography describing life in the South and considering the negro problem.

Endicott, Ruth Belmore
Carolyn of the corners. 318 p. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap. 75 c.

Ewing, William, D. D.
The Sunday-school century; containing a history of the Congregational Sunday-school and Publishing Society. 16+141 p. pors. O [c. '18] Bost., Pilgrim. $1.50
Survey of Sunday-school progress in America especially with reference to Congregational churches.

Ferguson, Sir Samuel
Poems; ed. by Standish O'Grady. 403 p. por. D (Lib. of Irish literature) '18 N. Y., Stokes. $1.20 n.

Frazer, Mrs. J. G.
Scenes of familiar life. 214 p. S (Macmillan French ser.) c. N. Y., Macmillan. bds. 48 c.

Gardner, John
Letters to a soldier on religion. 95 p. D [c. '18] N. Y., Doran. bds. 75 c. n.
Positive messages to the soldier on providence, prayer, immortality, death and forgiveness.

Carus, Paul
Dharma. 6th ed. rev. and enl. 130 p. T '18 Chic., Open Court Pub., 122 S. Michigan Ave. bds. 50 c. n.

Cheerful (A) courage. 28 p. S (Golden harvest ser.) '18 N. Y., Stokes. bds. 60 c. n.

Cobb, Ivo Geikie, M.D.
The organs of internal secretion; their diseases and therapeutic application; a book for general practitioners. 2d ed. 288 p. D N. Y., Wood. $2.50 n.

Cole, Harry Ellsworth
Quest for life's meaning. 20 p. D ['18] Baraboo, Wis., Baraboo News Pub. bds. 25 c.

Community songs; set to choral tunes searched out through all the world. 94 p. O [c. '19] Marlborough-on-Hudson, N. Y. [Community Songs Pub.] pap. 50 c.

Consolation and comfort. 128 p. S (Golden harvest ser.) '18 N. Y., Stokes. bds. 60 c. n.

Cushman, Joseph Augustine
The larger fossil foraminifera of the Panama Canal zone. 89—102 p. pls. O (U. S. National Museum bull. 103) '18 Wash., D. C., Gov. Pr. Off. pap.
Some pliocene and miocene foraminifera of the Coastal Plain of the United States. 100 p. pls. O (U. S. Geol. Survey bull. 676) '18 Wash., D. C., Gov. Pr. Off. pap.

Dodge, Paul Hunter
Allied flag designs and history. 5 l. 15 col. pls. O [c. '18] [Anderson, Ind., Allied Flag Co.] $2

Douglas, J. A.
Story of the Good Shepherd. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.

Edwards, Ira C.
Objections and answers; a useful book to life insurance agents in meeting objections and evasions set up by prospects. 4th ed. 9+125 p. S '18 N. Y., Spectator Co., 135 William St. $1

Ewing, James, M.D.
Neoplastic diseases; a text-book on tumors; with 479 il. 1027 p. (43 p. bibl.) O Phil., Saunders. $10 n.

Fisher, Arthur William
Lake breezes [verse]. 93 p. D '18 c. '17 N. Y., Neale Pub., 440 Fourth Ave. $1.25 n.
Land breezes [verse]. 105 p. D '18 c. N. Y., Neale Pub. $1.25 n.

Flynn, Edward F.
The pink deetees [play]. 120 p. D Bost., Cornhill Co. $1.25

Gates, Eleanor [Mrs. Frederick Ferdinand Moore]
Apron-strings; a story for all mothers who have daughters and for all daughters who have mothers. 306 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap. 75 c.

Gerstenberg, Charles W.
Principles of business. 821 p. charts D '18 c. N. Y., Prentice-Hall, 70 Fifth Ave. $5

Gill, Charles Clifford
Naval power in the war (1914-1918). [Rev. and enl. ed.] 14+302 p. il. maps (1 fold.) diagrs. (1 fold.) D [c. '18-'19] N. Y., Doran. $1.50 n.

Gilliam, Edward Winslow
Robert Burns. 93 p. D '18 c. Bost., Cornhill Co. bds. $1.25 n.
Drama in four acts.

Gordon, Ernest Barron
The Maine law. 124 p. D (Studies and documents of the anti-alcohol movement, 3) [c. '19] N. Y. and Chic., Revell. 75 c. n.; pap. 35 c. n.

Gordon, Hampden
Rhymes of the red triangle; pictures [in col.] by Joyce Dennys. no paging sq. O [n. d.] N. Y., J. Lane. $1.25 n.
Humorous rhymes with full page illustration opposite each.

Gordon, Leon
The gentleman ranker; and other plays. 128 p. front. D c. Bost., Four Seas. bds. $1.50 n.
Contents: The gentleman ranker; As a pal; Leave the woman out.

Gourko, Gen. Basil
War and revolution in Russia, 1914-1917. 12+420 p. pls. pors. O c. N. Y., Macmillan. $4 n.
Tells of the fighting in East Prussia, Poland and Galicia and describes the Russian situation. Index. Author was chief of the Russian Imperial General Staff and Commander-in-Chief of the Western armies.

Gregory, Padric
Ireland; a song of hope; and other poems. 116 p. D '18 N. Y., Stokes. $1 n.

Grumbine, Harvey Carson
Humanity or hate. 129 p. D '18 c. Bost., Cornhill Co. bds. $1.25 n.
Collection of German and French war songs.

Hambridge, Ethel R.
Simple dressmaking explained and illustrated. 7+200 p. il. figs. O ['18] N. Y., Dutton. $3 n.
Thru text and pictures author explains fastenings, pressing, making-up, measuring, cutting out and fitting.

Hamilton, Helen
Napoo! a book of war bêtes-noires; catalogued. 101 p. D '18 N. Y., Longmans. pap. 90 c. n.

Hardie, Martin
Boulogne, a base in France. il. O '18 N. Y., Macmillan. $2 n.

Haverhill Public Library
A list of books for boys and girls. 74—80 p. O (Bulletin v. 5, no. 10) Haverhill, Mass., Haverhill Public Library. pap. gratis

Hewitt, Charles Edward
The house of Judah. 224 p. front. D [c. '19] N. Y. and Cin., Abingdon Press. $1 n.
Oriental love story of the days of Jesus.

Hopkins, Grant Sherman
An atlas of the dissection of the cow. 23 p. pls. Q c. N. Y., Macmillan. pap. $1.75

Hopkins, John William, and Underwood, Patrick Healy
Arithmetic, bk. 2. Rev. ed. 11+371 p. D '18 N. Y., Macmillan. 56 c.

Inge, William Ralph, D. D.
The philosophy of Plotinus; the Gifford lectures at St. Andrews, 1917-1918. In 2 v. 16+270; 12+253 p. O '18 N. Y., Longmans. $9 n.

Iowa. Dept. of Public Instruction
Citizenship training; a syllabus on the teaching of civics for use in elementary schools. 32 p. il. O Des Moines, Ia., Ia. Dept. of Public Instruction. pap.
The teaching of civics and the training for citizenship; report of the Iowa State Teachers' Association. 62 p. O Des Moines, Ia., Ia. Dept. of Public Instruction. pap.

Johns, Cecil Starr
The fairies' annual. 8+180 p. il. 16 col. pls. Q [n. d.] N. Y., J. Lane. $3 n.
Fairy stories dealing with such natural phenomena as the will o' the wisp, the glow-worm lighter, the rain-fairy, etc.

Johnston, William Andrew
"Limpy," the boy who felt neglected; with il. by Arthur W. Brown. 334 p. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap. 75 c.

Jusaitis, Kunigas Antanas
The history of the Lithuanian nation; and its present national aspirations; tr. from the Lithuanian. 9+156 p. (3 p. bibl.) D '18 c [Wash., D. C., Lithuanian National Council, 703 Fifteenth St.] $1.25 n.

Katayama, Sen
The labor movement in Japan. 147 p. por. S [c. '18] Chic., C. H. Kerr & Co., 341 E. Ohio St. $1

Haynes, Carlyle Boynton
Our Lord's return; an earnest review of the Scriptural evidences which establish the great Christian doctrine of the second coming of Christ, together with a close study of the prophecies relating to this glorious event and the early fulfilment of these prophecies. 128 p. il. D (Busy man's lib.) c. '18 Nashville, Tenn., Southern Pub. Assn., 2119 24th Ave. 25 c.

Henderson, Alice Palmer
The ninety-first, the first at Camp Lewis. 510 p. il. pors. forms. O [c. '18] Tacoma, Wash., J. C. Barr. $5 n.

Houk, Ivan E.
Calculation of flow in open channels. 283 p. il. tabs. O (Technical report, pt 4) Dayton, O., Miami Conservancy District. pap. 75 c. n.

Hughes, Basil, and others
War surgery from firing line to base; with an introd. by T. Crish English. il. col. pls. O N. Y., Wood. $9 n.

Jones, Ernest, M.D.
Papers on psycho-analysis. 2d rev. and enl. ed. 725 p. O N. Y., Wood. $7 n.

Joy and gladness. 128 p. S (Golden harvest ser.) '18 N. Y., Stokes. bds. 60 c. n.

Kelley, Martin V.
The theme in advertising. 55 p. il. S [c. '18] [Toledo, O., M. V. Kelley Co., Second National Bank Bldg.] bds. $1
Discussion of the art of planning, preparing and promoting effective advertising campaigns.

Kettle, Thomas Michael
The day's burden; studies literary and political; and miscellaneous essays. 2d ed. 218 p. D '18 N. Y., Scribner. $2 n.

Kinnicutt, Leonard Parker, and others
Sewage disposal. 2d ed., rewritten. 15+547 p. figs. O N. Y., Wiley. $4 n.

Klickmann, Flora [Mrs. E. Henderson-Smith]
Between the larch-woods and the weir. 310 p. D '18 N. Y., Stokes. $1.50 n.
Companion volume to auther's "Flower Patch Among the Hills."

Koebel, William Henry
South America an industrial and commercial field. 359 p. il. O (South America ser.) '18 N. Y., Scribner. $5 n.

L., and R.
Wine and gall [verse]. 29 p. S '18 N. Y., Longmans. pap. 50 c. n.

Leckie, Rev. J. H.
The world to come and final destiny. 362 p. O (Kerr lectures, 1917-1918) '18 N. Y., Scribner. $4.50 n.

Lynch, Frederick Henry, D. D.
The one great society; a book of recollections. 223 p. D [c. '18] N. Y. and Chic., Revell. $1.25 n.
Personal reminiscences of author who, as preacher, editor, and member of international organizations has met many of the world's prominent men.

Macfie, Ronald Campbell
The romance of the human body. D '18 N. Y., Stokes. $1.75 n.

MacKaye, Percy Wallace
Washington, the man who made us; a ballad play; with scene designs by Robert Edmond Jones. 12+313 p. pls. D c. N. Y., A. A. Knopf. bds. $1.75 n.

Manchester Egyptian and Oriental Society
Journal, 1917-1918. 72 p. pls. O '18 N. Y., Longmans. pap. $1.75 n.

Martin, J. Nathan
Botany for agricultural students. 10+585 p. O c. N. Y., Wiley. $2.50 n.

Maule, Mary Katherine [Mrs. John P. Maule]
The little knight of the X Bar B; il. by Maynard Dixon. 8+461 p. front. D (Popular copyrights) [c. '10] N. Y., Grosset & Dunlap. 75 c.

Menzies, Allan
A study of Calvin; and other papers. 10+419 p. il. O N. Y., Macmillan. $4.50 n.

Mother Goose
Mother Goose and her goslings; comp. by Rose Allyn; il. by C. M. Burd [and] Violet Moore Higgins. 125 p. col. pls. O [c. '18] Chic., Stanton & Van Vliet Co. bds. 75 c.

Nevinson, Margaret Wynne
Workhouse characters and other sketches of the life of the poor. 160 p. D '18 N. Y., Macmillan. $1.50 n.
Sketches reprinted from various English periodicals.

O'Grady, Standish
Standish O'Grady; selected essays and passages; with an introd. by Ernest A. Boyd. 340 p. por. D (Lib. of Irish literature) '18 N. Y., Stokes. $1.20 n.

O'Neill, Seosamh
The kingdom maker; a play in 5 acts. 94 p. il. D '18 N. Y., Stokes. $1 n.

Packard, Edgar
Picture readings; a study of paintings by the great masters. 135 p. pls. O '18 Bloomington, Ill., Public Sch. Pub. $1.25

Patton, Julia
The English village; a literary study, 1750-1850. 10+236 p. D c. N. Y., Macmillan. bds. $1.50 n.
Study of the village in English literature during the period 1750-1850.

Perkin, Arthur George, and Everest, Arthur Ernest
The natural organic coloring matters. 22+655 p. O (Monographs on industrial chemistry) '18 N. Y., Longmans. $9 n.

Pierce, Frederick Erastus.
Currents and eddies in the English romantic generation. 342 p. (10½ p. bibl.). O '18 c. New Haven, Ct., Yale Univ. $3
Traces the various literary groups in England between the outbreak of the French Revolution and the rise of Tennyson. Index. Author is assistant professor of English, Sheffield Scientific School, Yale University.

Porter, Eleanor Hodgman [Mrs. John Lyman Porter]
The road to understanding. 372 p. col. pls. D (Popular copyrights) [c. '17] N. Y., [Grosset & Dunlap]. 75 c. n.

Kensington, J. J.
Talking with God; some suggestions for the practice of private prayer; with an introd. by Edmund S. Rousmaniere. 8+49 p. T [c. '18] Milwaukee, Wis., Morehouse Pub., 484 Milwaukee St. 60 c.

Lansing, Robert
The spirit of the coming era; an address. 9 p. O Wash., D. C., Gov. Pr. Off. pap.

Morris, Bert J.
Employment opportunities for handicapped men in the coppersmithing trade. 48 p. pls. O (Publications ser. 2, no. 4) [c. '18] N. Y., Red Cross Institute for Crippled and Disabled Men, 311 Fourth Ave. pap. gratis

National Child Labor Committee
Child welfare in Alabama; an inquiry under the auspices and with the co-operation of the University of Alabama. 249 p. map diagr. O '18 N. Y., National Child Labor Committee. pap. $1 n.

National Foreign Trade Convention
Official report of the fifth National Foreign Trade Convention. 581 p. '18 c. N. Y., Nat. Foreign Trade Convention, Hanover Sq. $2

New York [State]
Education law as amended to July 1, 1918. 323 p. O (Bulletin 666) Albany, N. Y., Univ. of State of N. Y. pap.

Onions, Mrs. Berta Ruck
The dream domesticated. 10 p. O '18 N. Y., Harper's Bazar, 119 W. 40th St. 25 c.
The great unmet. 11 p. O '18 N. Y., Harper's Bazar. 25 c.
Rufus on the rebound. 10 p. O '18 N. Y., Harper's Bazar. 25 c.

Perry, Maude Alice
Essentials of dietetics for nurses. 159 p. T '18 c. St. Louis, C. V. Mosby Co. $1.25 n.

Robinson, Luther Emerson
Abraham Lincoln as a man of letters. 342 p. pors. D [c. '18] Chic., Reilly & Lee Co. [1006 S. Michigan Ave.] $1.50 n.
Traces the growth in Lincoln's life of those aspects in his character which made him the spokesman of the great issues of his day. Index. Author is professor of English, Monmouth College.

Rowse, D. G., and Kopsco, M. J.
Doughboy dope from A to Z. 109 p. il. D [c. '19] N. Y., Frank R. Kane Co. [141 W. 36th St.] bds. 75 c. n.
Humorous illustrated account of camp life of the doughboy.

Sedgwick, Henry Dwight
Dante; an elementary book for those who seek in the great poet the teacher of spiritual life. 13+187 p. front. D '18 c. New Haven, Ct., Yale Univ. bds. $1.50
Elementary study of Dante interpreting the spiritual appeal of the Divine Comedy.

Sheppard, W. J. L.
The Lord's coming and the world's end. 96 p. D '18 N. Y., Macmillan. $1 n.

Skinner, Eleanor Louise, and Skinner, Ada Maria
Children's plays; il. [in col.] by Willy Pogany. 13+269 p. D '19 c. '18 N. Y., Appleton. $1.25
Collection of plays to be given by children.

Smelser, D. P.
Unemployment and American trade unions. 154 p. O (Studies in historical and political science) c. Balt., Johns Hopkins Press. pap. $1.25

Smith, Alfred Daniel
Development of rates of postage; an historical and analytical study; with an introd. by Herbert Samuel. 12+431 p. diagrs. O (Studies in economics and political science) '18 N. Y., Macmillan. $5 n.

Stedman, Thomas Lathrop
A practical medical dictionary. 5th. rev. ed. 11+1124 p. il. pls. (part col.) O N. Y., Wood. $5 n.

Steinmetz, Charles Proteus
Radiation, light and illumination; a series of engineering lectures delivered at Union College; comp. and ed. by Joseph Le Roy Hayden. 3d ed. 12+305 p. il. diagrs. O '18 N. Y., McGraw-Hill. $3

Story, Russell McCulloch
The American municipal executive. 231 p. O (Studies in the social sciences v. 7, no. 3) '18 Urbana, Ill., Univ. of Ill. pap. $1.25

Study outline in the problems of the reconstruction period. Rev. ed. 47 p. D '18 c. N. Y., Womans Press, 600 Lexington Ave. pap. 25 c.; 12 copies $2

Super, Charles William
Pan-Prussianism, its methods and its fruits. 306 p. D '18 c. N. Y., Neale Pub. $1.25 n.
Study of the German character and Prussian institutions. Author is ex-president of Ohio University.

Tracy, Louis
Number seventeen. 332 p. D [c. '15-'19] N. Y., E. J. Clode [156 Fifth Ave.] $1.50 n.
Detective story.

U. S. Library of Congress
A list of atlases and maps applicable to the world war; comp. under the direction of Philip Lee Phillips. 202 p. Q Wash., D. C., Gov. Pr. Off. Supt. of Doc. 50 c.

U. S. Library of Congress. Copyright Office
Decisions of the United States courts involving copyright, 1914-1917. 9+605 p. tabs. O (Bulletin, 18) '18 Wash., D. C., Gov. Pr. Off. 60 c.

Weaving, Willoughby
Heard melodies [verse]. 12+130 p. D '18 N. Y., Longmans. $2 n.

Wile, Frederic William
Explaining the Britishers; the story of England's mighty effort in liberty's cause, as seen by an American. 126 p. pls. pors. D [c. '19] N. Y., Doran. $1 n.
Interpretation of the British character from the American point of view.

Willoughby, William Franklin
The movement for budgetary reform in the states. 10+253 p. (23 p. bibl.) O (Institute for Government Research. Studies in administration) '18 c. N. Y., Appleton. $2.75 n.
Survey of what has been done up to the present time in regard to budgetary reform in the individual states. Index. Author is director, Institute for Government Research.

The problem of a national budget. 13+219 p. (19 p. bibl.) O (Institute for Government Research. Studies in administration) '18 c. N. Y., Appleton. $2.75 n.
Study of the problem of government budget making with especial reference to the adoption of a budget system by the American government. Index.

Rand, Frank Prentice
Garlingtown [verse]. 42 p. D '18 c. Bost., Cornhill Co. bds. $1.25 n.

Soldiers and sailors I have met. 160 p. front. D (Record ser.) '18 N. Y., Stokes. $1 n.

Special Purpose Book Co., New York
Cost and wage rate book, tenths of hours and quarter hours. Rates at full and half-cent rates from $0.10 to $1.00, from $1.00 to $1.25 in steps of $0.02½, hours from one-tenth to 100 hours on each rate. 110 p. O c. '18 N. Y., Special Purpose Bk Co. $10

Taylor, H. L.
The story of David. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.
The story of Elijah. 95 p. col. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.
The story of Moses. 91 p. col. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.
The story of St. Paul. 92 p. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.
The story of St. Peter. 87 p. col. il. O (Stories of the Good Shepherd ser.) '18 N. Y., Stokes. bds. 60 c. n.

Teitsworth, George Wilson
Democracy against autocracy and socialism. 122 p. il. pors. D [c. '18] Minneapolis, Augsburg Pub. Ho. bds. 50 c.

Thoughts on love and death. 143 p. D '18 N. Y., Stokes. $1 n.

Trent, Ray Shearer
Women in industry. 59 p. O (Extension div. bull., v. 3, no. 7) '18 [Bloomington, Ind., Univ. of Ind. pap. gratis

U. S. Fuel Administration
Fuel facts; information for consumers and savers of fuel. 2d ed., rev. 63 p. map diagrs. tabs. O '18 Wash., D. C., U. S. Fuel Administration. pap.

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A NEW DEPARTMENT

Beginning with this month and continuing thru the active season in the rare book world, THE PUBLISHERS' WEEKLY is planning to carry on a new department under the heading displayed on these pages.

Every indication points to the fact that America is more and more to enlarge its place as the trading center for rare books, and exceptional activity during this season when the war is only just behind us augurs well for the activity that is to follow.

This department will be under the special charge of Mr. Frederick M. Hopkins whose long experience in the auction field and present close contact with its activities gives him opportunity to speak authoritatively and interestingly about the happenings in the rare book world.

Advertising in this section will be accepted up to the limit of two columns and at the following rates: half column, $9.00; quarter column, $5.00; eighth column or one inch, $2 50. News items for this page can be sent to Mr. Hopkins care of this office, and advertising will be received up to Monday of the week of publication.

THE PUBLISHERS' WEEKLY.

THE AMERICAN BOOK PLATE SOCIETY has resumed the publication of *The Bookplate Quarterly* under the editorship of Clara Theresa Evans of the Avery Library of Columbia University.

PRICES OF rare books in London auction rooms are reported to be erratic this season. Genuine rarities are bringing good prices, but inferior or defective copies sometimes go astonishingly low.

WHAT WOULD a first edition of Poe's Tamerlane bring in an American auction room now? We shall soon know. A copy is to be sold at the Anderson Galleries this month.

A SALE remarkable for the large number of items which seldom come into the auction room will take place at Libbie's, in Boston, February 11 and 12. The collection includes books and prints relating to Washington and Lincoln—some of great rarity, music, bibliography, broadsides, early chap books, first editions, Americana, newspapers and pamphlets.

THE THIRTEENTH and final part of the great collection of prints formed by the late Frederic R. Halsey will be sold at the Anderson Galleries on February 10, 11, 13 and 14. The catalog comprises engravings in color, line engravings of the 17th, 18th and 19th centuries, portraits of literary celebrities, artists, statesman and royalty. Many of Mr. Halsey's favorite prints are in this part.

WHEN THE first part of the famous Hoe library was sold eight years ago collectors and bookdealers were astonished at the high prices, and when the sale of the fourth and last part was completed eighteen months later, the total reaching nearly $2,000,000,—almost twice as much as had been expected—it was the general opinion that highwater mark in rare book prices had been reached for a generation. The Hoe prices, however, are now becoming obsolete. Hoe books as they reappear in the auction room are steadily showing advances. When the first part of the Herschel V. Jones Library was sold in December there was a general surprise at the high prices, some seeming almost unexplainable. When the sale of the second part began last week the thought uppermost in the minds of those in attendance was "will the high level of December prices be maintained?" The question was answered in the affirmative before the first hundred numbers had been sold. The history of the rare book trade for the last ten years furnishes conclusive proof that the prices of the great rarities are rapidly advancing. When the Jones sale is finished a comparison and analysis of the prices of 1919 with the Hoe prices of 1911—1912 would be interesting and instructive.

AN EXHIBITION of early liturgical books, including many books of private devotions, are on view at the Grolier Club in this city, and will be open to the public from 10 A. M. to

RARE BOOKS, AUTOGRAPHS AND PRINTS

6 P. M. until March 15. In the long history of the club, its announcement says, it is doubtful whether it has ever held a more important or more beautiful exhibition of printed books.

Of nearly 150 books two-thirds are on vellum, more than half are illustrated, and many are illuminated. The collection of early Parisian printing is the finest ever brought together in this country. Perhaps the most important book in the exhibition is the celebrated Psalter printed at Mayence in 1459 by Fust & Schoeffer, who had several years before succeeded to the business of John Guttenberg, the inventor of printing with movable type. It is the second book which has a printed date and the names of its printers and its initials printed in red and blue are the first designs printed in two colors. Among the early monuments of typography are a Missal printed in 1489 by Jean du Pré, the first Parisian printer, a Breviary printed at Venice in 1479, Missals printed in Venice and Nuremberg in 1483 and 1484, respectively. Many beautiful illustrated books were printed between 1490 and 1540, and among those representing this period are two copies of the great Missal published by Giunta, of Venice, iu 1503, which is reputed to be the most beautiful Missal printed at Venice. One of these is highly colored, the other is plain. There is also a pretty little edition of the Greek Psalter printed by Aldus in 1497. German book decoration of the early period is represented by the very rare Psalter of Herman Nitschewitz printed at the Cistercian Monastery of Zinna about 1494, and regarded as one of the most richly decorated German books of the fifteenth century. Perhaps two-thirds of the exhibition is composed of Parisian books of hours which have long been considered by admirers of fine typography and beautiful illustration to be among the most delightful ever printed. Among the group of English books is the "Sarum Horæ" printed by Caxton about 1477, which may not improbably be the first book printed in England. The walls of the gallery have been decorated with facsimiles of pages from many of the more famous books not included in the exhibition.

F. M. H.

CLEANING OOZE CALF OR SHEEP

It will be interesting to know, says *The American Printer*, that ooze leather may be cleaned with ordinary wall paper cleaner, or, better still, art gum, procurable at almost any drug store or stationer's.

Method of cleaning is same as that of wall paper. Of course this cleaner is suitable for the soft side only and cannot be used on grained leather. Used on ooze it will take out all dirt with the exception of stains and grease spots.

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Lists or Samples of any Remainders —Novels—Reprints—General Literature, etc., etc., are solicited together with trade price, quantity available, etc., etc. Early advice of any limited editions to be issued together with full details as to price, quantity issued, binding, etc. etc., trade terms, can be used to advantage.

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The Publishers' Weekly

Subscription Rates

One year, $5.00; *to foreign countries,* $6.00. *Single copies,* 10 *cents.* Educational Number, *in leatherette,* 50 *cents,* Christmas Bookshelf, 25 *cents.*

Advertising Rates

Front section (full pages only) (Unspecified position)	$40 00
Back Section—	
One page	30 00
Half page	17 00
Quarter page	9 00
Eighth page	5 00
One-sixteenth page	2 50

The above rates are for unspecified positions. Special rates for preferred positions.

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and *for the monthly* Book Review *supplement sections.*

Advertising copy should reach us Tuesday noon—earlier if proof is desired out-of-town. Forms close Thursday night.

Under the headings of **"BOOKS WANTED"** *and* **"BOOKS FOR SALE"** *subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under **"HELP WANTED"** or for other small undisplayed advertisements, the charge is 15 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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One line, $7; two, $12; three, $16; four, $20 a year.

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Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., $5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

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Isaac Pitman & Sons, 2 West 45th St., New York.

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Georgia Laws, any prior to 1840.

The E. Higgins Co., Toledo, Ohio.

Castle of Otrando, Walpole, Mysteries of Adolpho, Radcliffe, Eveline, Barney.
The Italian, Radcliffe.

Himebaugh & Browne, Inc., 471 5th Ave., New York.

Marius, The Epicurean, Ricardi Press edition.
Greek and Roman Portraits.
American Men of Letters Series.
American Statesmen Series.
Whitman.
A Queen at Bay, d'Auvergne.
History of Japan, Kaempfer, MacLehose vellum ed.
Lithgow's Travels, MacLehose vellum ed.
Over Bemertons, E. V. Lucas, pub. by Macmillan
Madame de Stall.

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Sculpture of Exposition Palaces and Courts, by James, pub. by Potter Bros. Co.
Virginia, illustrated by Porte Crayon, pub. by Harper.
Father Kelly of the Rosary.
Steps in Life, Hilty.
Lives of Great Men, Elbert Hubbard.
Dawn by Galilee, Ralph Connor, pub. by George Doran.
One Hundred Years Ago, Life and Times of Rev. Dulaney Addison, 1769-1848, by E. Hesselins Murray, pub. by George W. Jacobs Co.
Correspondence of the First Citizen, Charles Carroll of Carrolton, by Elisha S. Riley, pub. by King Brothers in 1902.

W. B. Hodby's Olde Booke Shoppe, 624 Penn Ave., Pittsburgh, Pa.

Science and Health, first ed., Mary B. Eddy.

G. W. Jacobs & Co., 1628 Chestnut St., Philadelphia.

Luck of the Vails, E. F. Benson.
All About Our Useful Animals, Alvord.

E. W. Johnson, 10 W. 28th St., New York.

Latham, Italian Gardens.
Aphrodite, in English.
Blackwell, Dr. Elizabeth, Books by her.
Memoirs of Casanova, in French, pp. cover.
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Johnson's Bookstore, 391 Main St., Springfield, Mass.

Century Dictionary, latest edition, any binding.
Recollections of a Tour Made in Scotland, by Dorothy Wordsworth, edited by Sharrp, pub. G. P. Putnam's Sons.
Old English Reader, 2 copies.
Elementary Spelling Book with Orthography combined; give publisher and date of publication.
International Encyclopedia, latest edition, thin paper, one set.
Century Dictionary, thin paper, 12-vol. ed.
From Bonniface to Bank Burglar, White, pub. by Seaboard Pub. Co.
Encyclopedia Britannica, India paper ed., cloth binding, latest ed, 1 set.
Sam Lovell's Camp, Robinson, pub. Forest & Stream Co., list $1.00.
Wee Macgregor, Bell, any binding in good condition.
Fighting the Polar Ice, Fiala, pub. Doubleday, Page.

Jones Book Store, 619 So. Hill St., Los Angeles, Cal.

Cactus and Pine, Charlotte M. Hall.

Wm. R. Kane, Ridgewood, N. J.

Edward Lear's Limericks, or Nonsense Verses, or Book of Nonsense.
The Book of Limericks, a British Anthology of Limericks.

Mitchell Kennerley, 489 Park Ave., New York

Ocean Carrier, pub. about 10 years ago by G. P. Putnam's Sons.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

Butler, Solar Biology.
Ponce de Leon, Diccionario Tecnologico 2 tomos.

Charles E. Lauriat Co., 385 Washington St., Boston

Composite Man, Pratt.
Cappy Ricks.
McCulloch's Commercial Dictionary, Longmans, Green.
Life and Letters of Phillips Brooks, 2-vol. ed., Allen.
The Rosary (poems), R. C. Rogers.
Central Asia and Tibet, Hedin.
Coke of Norfolk, 1st ed.
Memoirs of My Dead Life, Moore, 1st Eng. ed.
French Blood in America, Fosdick, B. & T. Co.
Red Saint, Warwick Deeping.
Child's Book of Stars, Mitton.

Lemcke & Buechner, 32 East 20th St., New York

Coues, New Light on Early History of the Greater Northwest, 3 vols.

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Wilson, Woodrow, An Old Master and Other Political Essays, Scribner's, 1893.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

Genealogy of the Yessler Family.
Mackey & Singleton's Ency. of Freemasonry, vol. 4.

B. Login & Son, 152 East 23d St., New York

Haab, Atlas of Opthalmology.
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Norris & Oliver, System Dis. of Eye.
Dealers kindly send lists of Medical and Chemical Periodicals.

Loring, Short & Harmon, 474 Congress St., Portland, Me.

History of Maine, Williamson.
History of Portland, Maine, Willis.
Smith & Deane's Journals, Portland, Maine.
The Modern Angler, Jas. Wallwork.
The Art of Angling, Thos. Barker.
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Harvard Classics.
Bretons at Home, Gostling, McClurg.
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Songs of the Fields, Frances Ledwidge.

Lowdermilk & Co., Washington, D. C.

Tuckerman, Life of Silas Talbot, N. Y., 1850.
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Melville, Redburn, 1849.
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Slaughter, Life of Joshua Fry.
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Tuke, Influence of the Mind on the Body, 1884.
Calendar of Virginia State Papers, 10 vols.

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Lecky, History of England in 18th Century, 12 vols.

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Le Strang, Palestine and Moslems.
Renan, Hist. People Israel, 5 vols., 1888.
Sherborn, Bible's Scien., Relating Egypt, 1800-1900.
Bevan, House Selencus.
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Aston, Gram. Jap. Wrtn., Lang.
Chamberlain, Romanized Jap. Reader.
Chamberlain, Pract. Introd. Jap. Writing.
Jap. Engl. Letter Writer.
Flugel, Concordance to Koran.
Wilson, Hindu Sects.
Sewell, Forgotten Empire.
Rosen, Persian Grammar.
Keene, Fall Moghul Empire, 1846.
Cumont, Monuments, 1893.

Macauley Bros., Detroit, Mich.

Dr. Sherman's Therapeutics, pub. in 1882 by Cramers-Aikens & Cramers, Printers, Milwaukee, Wis.
My Mamie Rose, Owen Kildaire.
Selected Tales, Poe, illus. by B. Shaw.

McDevitt-Wilson's, Inc., 30 Church St., New York

Messages and Papers of the President, 20 vols., fabricoid binding.
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Fly Leaves, C. S. Calverley.
Dict. of Character Sketches of Romance, Fiction and Drama, vol. 11, 1892.
Margraff, International Exchange, 5 copies.
Pierce Egan's Life in London, with illustrations by Cruickshank.
Kelly, Customs Tariff of World, 1918.
Irvine, Dictionary of Titles.
Buckman, Old Steamboat Days on the Hudson River.
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Gordon, Campfire and Battlefield.

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Taylor, Miss C. Bryson, Nikanor, 1906.
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Voltaire, Philosophical Dictionary.
Stock Exchange Year Book, 1917.
Cats.
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Boutells, The Wages of Sin.
Matthew Arnold's Complete Works, cheap set.
Mark Twain's Works, 25 vols.
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Janet's Final Causes.
American Art Annual, vols. 1910 to present date.

Jos. McDonough Co., 58 S. Pearl St., Albany, N. Y.

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Sibley's Key to Physics, etc.
Magna Charta, Lond., 1829.

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Corday, M. and Couvreur, The Inner Man, pub. Dillingham.
Crockett, S. R., Flower of the Corn.
De Garmo, W. B. Abdominal Hernia, Phila., 1907.
Dictionary, The Concise Oxford, 1 vol.
Dougal, L., Madonna of a Day, pub. Appleton, 1899?
English Songs, A Book of.
Fitch, Clyde, Nathan Hale, pub. Russell, N. Y., 1899.
Gadd, W. L., Soap Manufacture.
Hall, Life of Rev. John Clark.
Hoag, Joseph, Journal of, N. Y., 1861.
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Immortals, The, English trans. of French Classics, 20 vols.?
Journal of the Society of Chemical Industry, 1887.
Kavanagh, Julia, The Dalys of Dalytown, pub. in '70's.
Lewis, Dr., Dio, Our Digestion.
Litchfields Illustrated History of Furniture.
Marshall's Book of Oratory.
McLean, Twenty-Five Years in Hudson Bay Territory.
Michel, André, L'Histoire de l'Art.
Mitford, Tales of Old Japan.
Mumford, J. G., Practice of Surgery, 2nd ed., Phila., 1914.
Nineteenth Annual Report of Bureau of Ethnology, also a complete set.
Pyke, Warburton, The Barren Grounds of Northern Canada.
Pyke, Warburton, Through the Sub-Arctic Forests.
Robinson, The Studies of the Gospels, pub. Longmans.
Schermerhorn, Richard, Jr., Schermerhorn Genealogy, pub. by Tobias A. Wright, N. Y.
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Te Deum Laudamus, Charles.
Hymns & Poetry of the Eastern Church, Pick.
Evenings With the Ancient Poets, Saunders.
Hymns, Ancient and Modern, Historical edition.
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Diplomatic Mysteries, Vance Thompson.

Presbyterian Bd. of Publication, 411 N. 10th St., St. Louis, Mo.

Socrates and Christ, R. M. Wersley.
The Mystery of Seven—A Study of Silent Analogies in the Scripture, E. M. Smith.
Immortality of the Soul, J. A. Beat.
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Analogy Considered as a Guide to Truth, Jas. Buchanan.

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Lange's Commentary, complete, new or second-hand.
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Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Elliot, Five Foot Bookshelf.

Public Library of Cincinnati, Cincinnati, Ohio

National Educ. Assoc. Proc., 1875, 1877, 1879-82, 1885.
Zeitschrift fur Farben-Industrie, vol. 1 to date.
Farben Zeitung, vol. 1 to date.
Recuil des travaux chimique des Pays Bas. Vol. I, to date.
Hansard's Parliamentary Debates, vol. 257 to date
Rymer, Thomas Foedera, Conventions, literæ.

Putnams, 2 W. 45th St., New York

Hartman, Rosicrucians.
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Greene, Niagara Falls.
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Tissot, Bible.
Shrewsbury, Life of Countess of.
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Howells, W. D., and Others, In After Days.
Millennial Harbinger for 1863.
Southwick, A. P., Quizzism and Its Key.
Walsh, J. J., Psycho-Therapy.
Hughes, Archbp., Works, vol. 2.
Webster & Parkes, Encyclopedia of Domestic Economy, 1845.
Adams, S., Chart of the Ages.
German Army on the Western Front, Sven Heden.
Trotzky, L., Our Revolution.
McCarthy, J. F., Priests and People of Ireland.
Tindal, Practice of Prelates.
Rappoport, Love Affairs of the Vatican.
Brininstool, Trail Dust of a Maverick.
Lockwood, New Harmony Movement.
Woodbury, Talks with Emerson.
Van Alstyne, L., Born, Married and Died in Sharon, Conn.
Beecher Memorial, 1887.
Jeff. Davis, Governor and Senator, 1913.
Gay Life in Dixie, 1901.
Wells, Hampton and His Cavalry.
Complete Works of Artemas Ward, 1 volume.
Household Book Irish Eloquence, N. Y., 1871.
Barrows, W., The Indian's Side of the Indian Question.
Julia Ward Howe, Later Lyrics.
Johnston, R. M., Absalom Billingslea, 1888.
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Shipp, J. E. D., Giant Days, 1909.
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Prentis, N. L., Southern Letters, Topeka, 1881.
Hough, Way to the West.
Boyd, Mrs. O. B., Cavalry Life in Tent and Field.
Stringer, A., Loom of Destiny.
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Mark Twain, Trip Abroad.
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Kuhne's Natural Science of Healing.
Eleventh Edition Britannica, odd vols. and complete sets.
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Cooper's Rod.
Gehring's Index Homericus, Leipsic, 1891.
Prendergast's Concordance to the Iliad, London, 1869.
Dunbar's Concordance to the Odyssey, London, 1880.
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Van Leeuwen's Enchiridium dictionis epicae, Leyden, 1892.
Friederich Baumgarten, Auserhalt des Pentateuch.
Workman, Dawn of the Reformation.
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Chatterton, The Old East Indiamen, Lippincott.
Muir, Picturesque California, 2 vols., folio.
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Stoker, Reminiscences of Henry Irving, 2 vols.
Frost, American Naval Biography, Phila., 1844.
Dearborn, Boston Notions, 16mo, Bost., 1848.
Panorama of the Hudson River, N. Y., 1846.
The Salem Book, Salem, N. Y., 1896.
Harper's New York and Erie Railroad Guide.
Harper's Weekly, titles and indexes, 1863-6.
Lossing, The Hudson, From Wilderness to Sea.
Reid, The Mohawk Valley, N. Y., 1901.
Vega, Histoire de la Conquete de Floride.
Marbois, Histoire de la Louisiane.
Catlin, Letters and Notes on Indiana, 2 vols.
Smith, Arnold's March from Cambridge to Quebec.
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Baine's History of the Late War, Balt., 1820.
Singleton, Furniture of Our Forefathers, 1906.
Chastellux, Travels in North America, 2 vols.
The Pioneer, Jan. and Feb., 1843.
Curtis, Our County and Its People, 1894.
Smith, Narrative of Death of Andre, 1808.
Heckwelder, Indian Nations, Phila., 1876.
A Walloon Family in America, 2 vols., 1914.
St. Nicholas, vols. 5, 7 to 19.
Lendrum, American Revolution, 2 vols., 1811.
Peter Parley's Universal History, 2 vols., 1837.
Porter, Journal of a Cruise, Phila., 1815.
Bodin, Six Books of a Commonweale, 1606.
Ross, What I Saw in New York, 1852.
Pollard, Fourth Year of the War, 1866.
Americans of Gentle Birth, 2 vols., 1903-7.

Temple Scott, 101 Park Ave., New York

Livingston's Bibliography of Lamb.
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Brunet's Manuel du Libraire, 1860-65, 12 vols.
Stella Mars, Keppler, first edition.

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Long, A. M., My Lady Beautiful, Progress Co.
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Roseboro, Viola, The Joyous Heart, McClure.
Boswell's Johnson, edited by G B. Hill, Oxford edition.
Cholmondeley, Mary, Hand on the Latch; Moth and Rust; Prisoners, Dodd, Mead.

Seattle Public Library, Seattle, Washington

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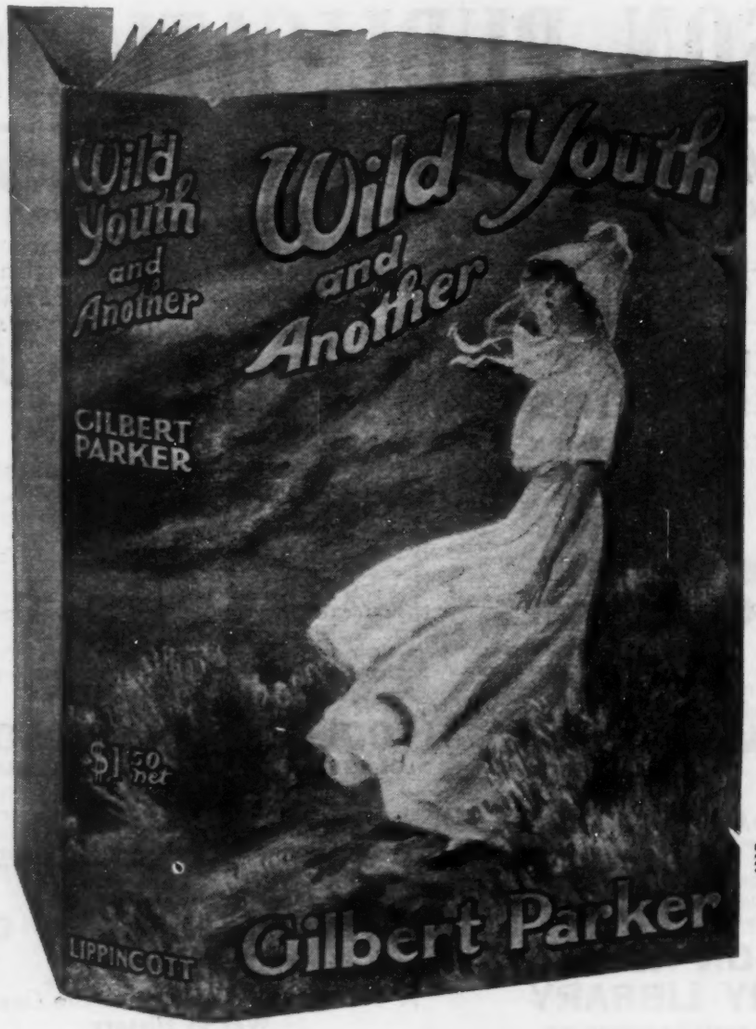

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